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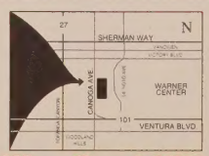

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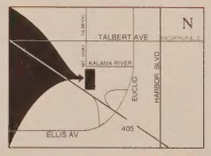

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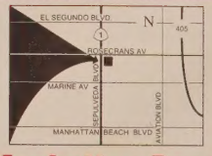

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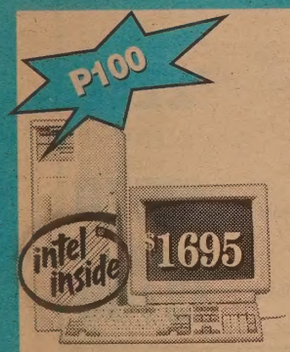

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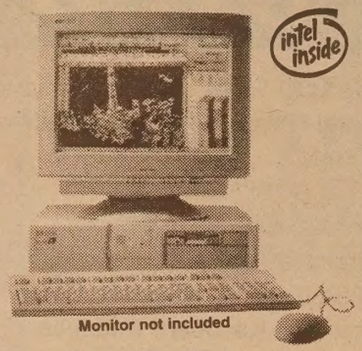

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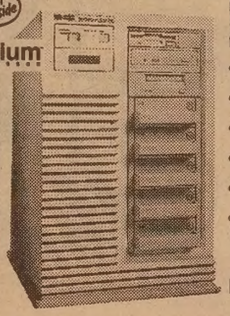

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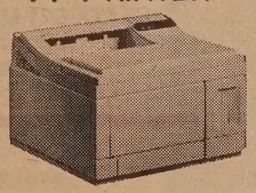

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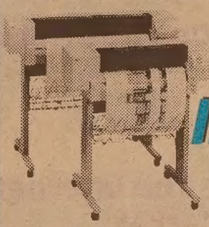

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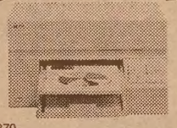

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Contents

MICROTIMES™

October 18, 1995 • Issue #142

COVER STORIES

113
Doing Business On The Internet
A collection of issues, perspectives, and case histories

115
Eppie Archuleta's Outpost On The Data Highway
BY MARY EISENHART
In the tiny town of Capulin, Colorado, master weaver Eppie Archuleta launches a business with global presence.

123
Help Wanted: The Internet Job Market
BY MICHELLE V. RAFTER
Resumes abound, but growing companies are still having trouble finding enough qualified candidates.

130
Internet Pioneers
BY MICHELLE V. RAFTER
Case histories of entrepreneurs who left thriving careers to find new prosperity on the net.

74
Commercial Real Estate: Road Kill On The Info Highway?
BY MARK BORSUK
The growth of information technology portends a major shift from physical to virtual space, with ominous implications for the real estate market.

87
Internet
BY JOHN S. QUARTERMAN AND SMOOT CARL-MITCHELL
Virtual domain names—your business's Internet identity.

90
Is A Web Page For You? Part 2
Creating Your Home Page
BY ROBERT MOSKOWITZ
If you've decided to go ahead and build a presence on the Web, here are some tips for building your home page.

News & Views

18
Industry Insight
BY PAUL HOFFMAN
Windows 95 Starts Up With A Vengeance 18
MicroTimes Stock Index. 24

28
Realizable Fantasies
BY JIM WARREN
Jim takes a vacation this month; in his space we bring you two responses from industry experts to his previous column (Issue #140) on public-access wireless communications.

262
Dvorak's Last Column
BY JOHN C. DVORAK
Watching the recent Aspen Summit on C-SPAN, Dvorak is thrown into a time warp.

Business Solutions

40
Laptops
BY ED KAHN
Windows 95 on portables; Toshiba's 610CT.

44
Networking
BY PETER JOHN HARRISON
Is your network ready for Win95?

50
Telecommuting
BY ROBERT MOSKOWITZ
Creating your company's telecommunications policy.

65
Small Office/Home Office
BY BIRRELL WALSH
Automating everyday tasks with HyperCard.

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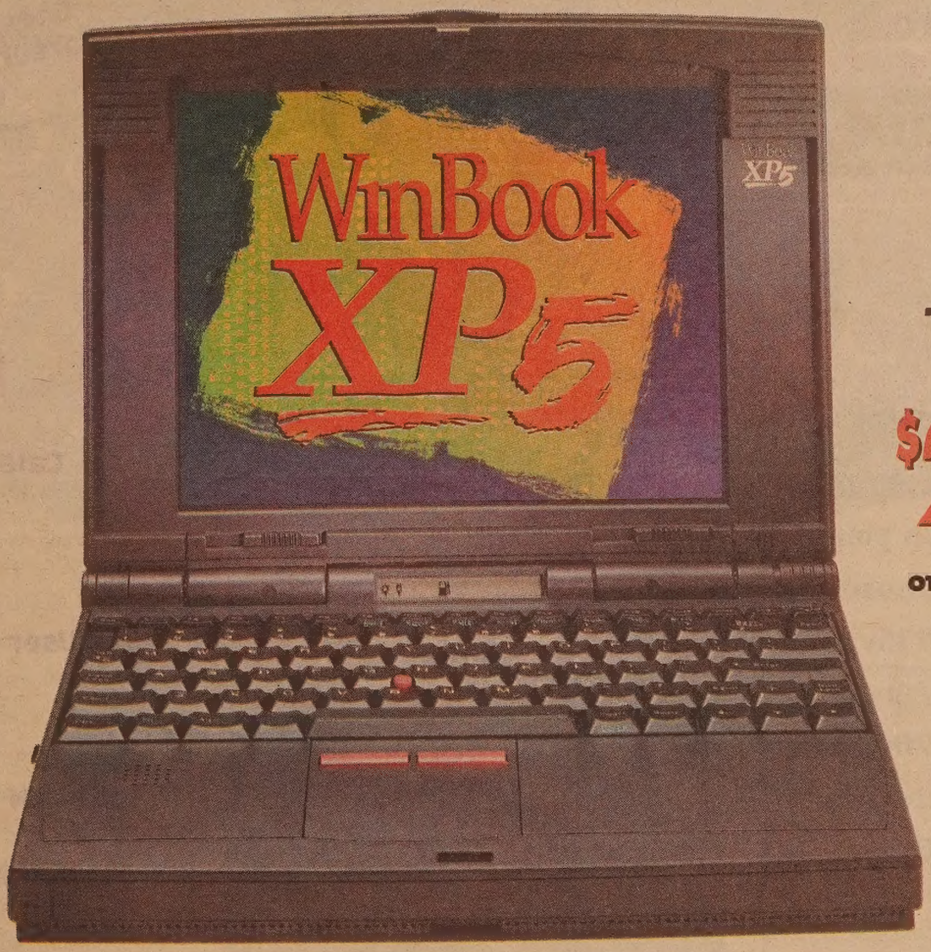

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Page 116
Micro Marketplace
A Special Advertising Section For Southern California Computer Buyers

Contents MICROTIMES

October 18, 1995 • Issue #142

Looking for that great new job? Check out MicroTimes Career Market beginning on page 252

Multimedia & Beyond

162
Multimedia 101
BY JONATHAN E.
Remarks from a recent panel on sex and violence in consumer multimedia.

173
Amiga
BY DOUGLAS J. NAKAKIHARA
The Video Toaster Flyer arrives.

184
VideoNet
BY TONY REVEAUX
Affordable online videoconferencing.

Resources

196
Calendar Of Events
Robert Austin Computer Show. 196
Computer Marketplace 196
People, Networks, And Communications '95 Conference 196

208
User Group Network

246
Classifieds

256
Index Of Advertisers By City

260
Index Of Advertisers

MicroTimes Quotation Hotline: Page 47

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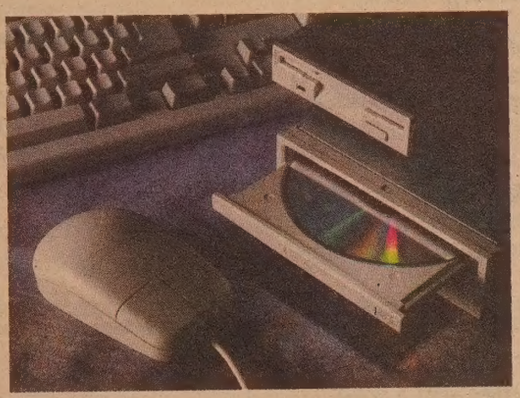

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Contributors MICROTIMES

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Jim Warren has received the Hugh M. Hefner First Amendment Award (1994), the James Madison Freedom-of-Information Award from the Society of Professional Journalists—Northern California (1994), and the Electronic Frontier Foundation Pioneer Award (1992, its first year). He led the successful 1993 effort to make state legislation and statutes available via the public nets without state fees.

He organized and chaired the landmark First Conference on Computers, Freedom & Privacy (1991), founded *InfoWorld*, was founding host of PBS's *Computer Chronicles* and founding editor of *Dr. Dobb's Journal*, and has chaired various computer and mathematics organizations. He holds graduate degrees in computing (Stanford), medical information science (UC Medical Center), and mathematics and statistics. He began working as a programmer in 1968, and was a mathematics teacher and professor for ten years before that.

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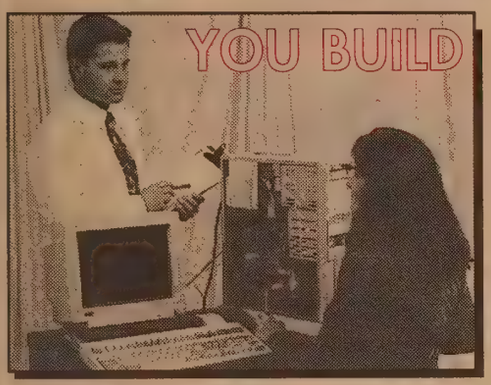

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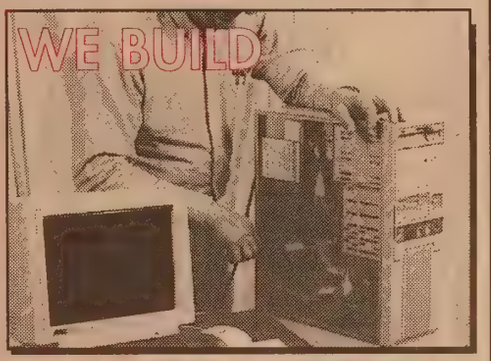

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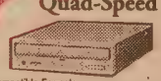

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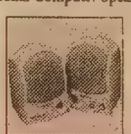

- Built-in amplifiers: 1 watt per channel (2W)
- Speaker controls: Master volume, Bass boost

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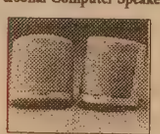

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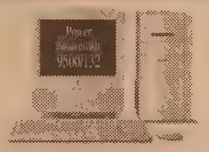

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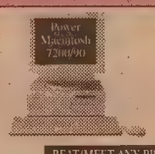

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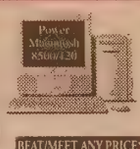

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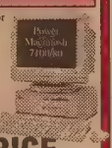

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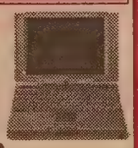

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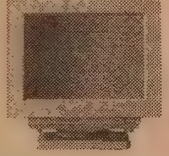

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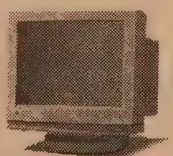

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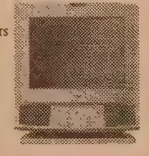

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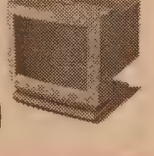
Apple® Multiple Scan 20" Display

- Trinitron Screen
- Digital Control
- 20" Screen



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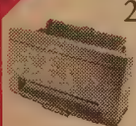

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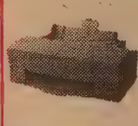

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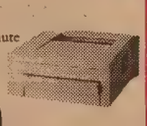

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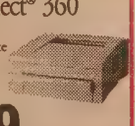

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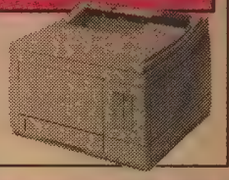

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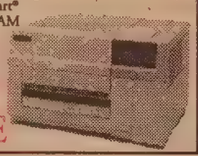

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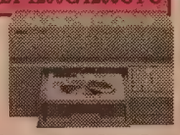

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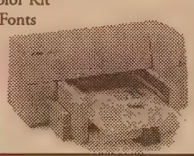

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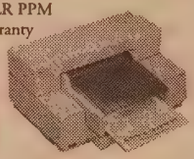

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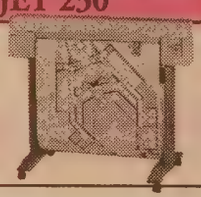

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BY PAUL HOFFMAN

Industry Insights

It Worked: No News But Windows 95

When you're facing the prospect of a $100 million publicity job, you don't tend to go against the current. There was essentially no PC-related news in August that didn't have something to do with Windows 95. Even tangentially related news had to have a Windows 95 spin to get any notice. Yet the meat of the news about Windows 95 was not all that exciting.

Windows 95 was released. It shipped "on time" (after three or four official delays). There was a gigantic media event that had absolutely nothing to do with the differences between Windows 3.1 and Windows 95. The press covered the announcement as if it was news, which it wasn't because the same press had been covering all the important aspects of Windows 95 for six months. In other words, nothing unexpected.

Probably the funniest meta-news was the rumor that Microsoft had paid $12 million for the use of the Rolling Stones hit "Start Me Up." This was dutifully reported everywhere, even though no one at Microsoft corroborated the story, which first appeared in a London tabloid with as much respect for the truth as the *Weekly World News*. To be sure, Microsoft is using that song, or at least repeating bits of it. In the first set of TV commercials, they leave out the one line in the song that relates to Windows 95: "You make a grown man cry."

Immediately after the release, Microsoft's Windows 95 support lines locked up and, at the time of this writing, still are constantly busy. For months before the release, Microsoft assured the press that they would be ready for the expected onslaught of calls; in fact, they said that they could handle over twenty thousand Windows 95 calls a day. Well, either they're getting many more than that, or they planned badly, because forty-five-minute waits on hold are pretty common. "If you start me up" indeed: a great number of people were having problems doing just that.

Although Lotus had made a few good-natured jabs at Microsoft earlier in the year with their ads, they certainly were trying to look like they loved Windows 95 at the press event. As it turns out, they are less than thrilled with last-minute changes that Microsoft made to the product. When Lotus releases its suite of Windows 95 programs in November, one very crucial program will be missing: 1-2-3 for Windows 95. To be sure, Lotus will include a free upgrade coupon, but how many people are going to want to upgrade part of a suite of programs and then have to make a big change again in four or so months?

The only company that showed any sense of humor about the obvious excess of the announcement was Apple. With a couple of well-placed ads (including ones on the city buses that ran by Microsoft's offices), Apple did their best to point out that the Windows 95 interface is still not up to the standards that Apple set more than five years ago. Probably their best shot was an ad that said only "C:\ONGRTLNS.W95". It should be a poignant reminder to Windows 95 users how recently file names looked like that for them.

An unintended part of the joke is that file extensions (the part of the file name after the ".") are still all too important. In an amazingly dumb move that many people objected to during the beta testing of the program, Microsoft hides the extension of a file name when showing it in Windows 95 windows. Instead, Windows 95 interprets the file extension and changes the tiny icon to the left of the name to match what it thinks the extension means. Thus, it is quite common to have windows with two or three files that all have the same "name": you have to know which one you want to double-click on in order to launch the program instead of reading the text file or the settings file.

To be sure, Microsoft is using "Start Me Up," or at least repeating bits of it. In the first set of TV commercials, they leave out the one line in the song that relates to Windows 95:

"You make a grown man cry."

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OTHER	Enhanced Hard Floppy Controller 2S, 1P/Game, 9 CD Titles, 101 Space Saver Enhanced Keyboard	Enhanced Hard Floppy Controller 2S, 1P/Game, 9 CD Titles, 101 Space Saver Enhanced Keyboard	Enhanced Hard Floppy Controller 2S, 1P/Game, 9 CD Titles, 101 Space Saver Enhanced Keyboard	Enhanced Hard Floppy Controller 2S, 1P/Game, 9 CD Titles 101 Space Saver Enhanced Keyboard	Enhanced Hard Floppy Controller 2S, 1P/Game, 9 CD Titles 101 Space Saver Enhanced Keyboard	Enhanced Hard Floppy Controller 2S, 1P/Game, 9CD Titles 101 Space Saver Enhanced Keyboard
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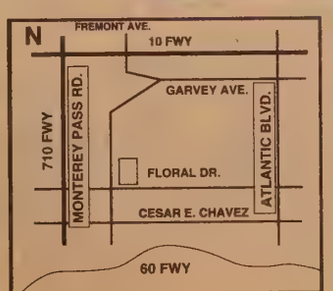

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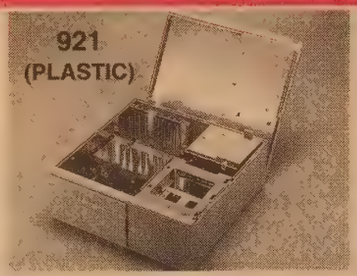

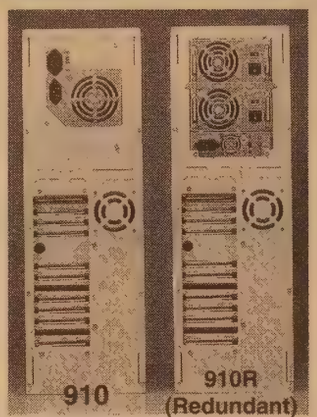

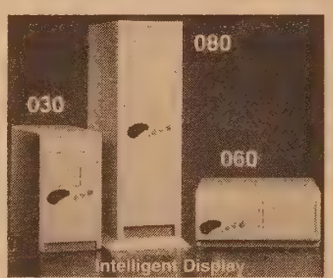

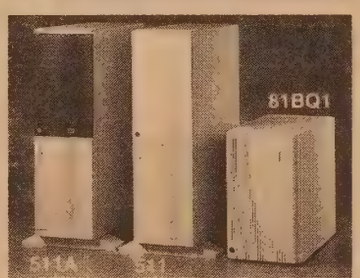

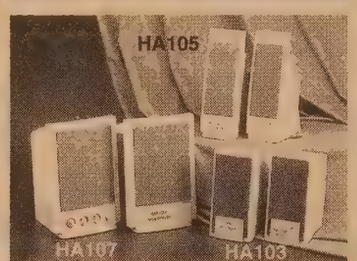

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Home users, particularly those who play lots of non-Windows games, will probably be fairly happy with upgrading to Windows 95.

The only surprising part of the release was Microsoft Network (MSN). Microsoft had kept their pricing plans very quiet until just before the Windows 95 release; the price turns out to be about the same as the current CompuServe and America Online charges for people who use five hours a month, and a bit less for those who use between three and five hours. More of a shock and disappointment to many, however, is the fact that Microsoft is initially limiting the number of people who can get on the service to five hundred thousand. Even before they reached that limit, however, people found that using MSN was as slow as using America Online at its worst moments. It is still not clear if this slowdown is due to problems on Microsoft's servers or slowness in the Windows 95 program that interfaces with MSN.

Next Up: NT 96

As you might expect, there are many kinds of Windows users. Home users, particularly those who play lots of non-Windows games, will probably be fairly happy with upgrading to Windows 95. Business users on a network will probably be happier with Windows NT, if they're willing to pay more for it. As many network managers discovered, you can tell folks over and over not to install something without your approval, but you can't fight Microsoft's publicity machine.

Microsoft has long acknowledged that one of Windows 95's big weaknesses is in the related areas of security and networking. Although it is clearly better at networking than Windows 3.1, it is a long way from being as robust or safe as Windows NT. If you are deciding what to do with your current Windows 3.1 system on a corporate network, you have many (probably too many) choices:

- Upgrade to Windows NT now to take advantage of the many new programs that run on NT and Windows 95.
- Switch to Windows 95 now, ignore the security problems, and hope that Microsoft fixes the bugs in a timely manner.
- Wait six months and see whether Windows 95 is better then,

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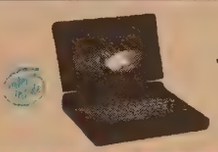

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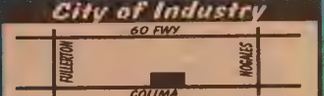

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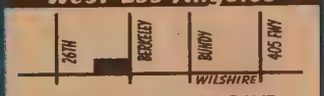

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Insights *continued...*

or whether Windows NT becomes a more attractive product.

Forces within Microsoft are making the latter choice a reasonable one. Microsoft is committed to making the Windows NT user interface as close to the Windows 95 interface in the short term, although it appears that the work done so far isn't all that stable yet. Further, many companies are now taking a good look at the NT market since their programmers had to learn how to write programs that work on both Windows NT and Windows 95 at the same time.

Even if Microsoft doesn't do much other than spruce up the NT interface, the prospects for a much more usable Windows NT are better now than they ever have been due to outside companies who might risk creating $50 and $100 utility packages for NT. In this case, corporate users could well flock to NT for its advantages over Windows 95. The situation might not be all that rosy, however, if applications companies like Lotus and Novell don't support their software on Windows NT as well as they do on Windows 95.

Will The P6 Help Sell Windows NT?

Intel isn't in the business of helping Microsoft sell upgrades to its operating systems, but the two companies are clearly in a close dance with each other. That dance just got a bit closer with the revelation that the next generation of Intel microprocessors actually run Windows 3.1 software slower than the current fastest Pentiums. It turns out that Intel optimized the new chips so heavily for 32-bit applications that regular old 16-bit applications, like Windows 3.1, run relatively slowly.

The P6, which will probably appear on systems near the end of this year, should have a name pretty soon. Intel has been pretty quiet about it, but it seems likely that they heard the jokes that came out after the Pentium was named and are not going to call it the "Hexium." Like the Pentium, P6-equipped machines will be in very short supply for the first few months that they are released, due both to chip shortages and to manufacturers who want to wait a bit for Intel to get the bugs out of their motherboards.

With the revelation that the P6 will be slower for many people than Pentiums that cost half as much, it is likely that the demand for the P6 will be linked to the number of people who upgrade to Windows NT or Windows 95. In fact, it is likely that computer makers will have to target the P6 more than they have had to previous generations of chips because Intel is doing so well with getting high yields on its current crop of Pentiums, which in turn lowers the cost to the consumers. ■

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OTC	Informix	(H)	IFMX	27.38	32.75	5.38	19.63	55	0.00	0.00	34.38	11.63
OTC	Microsoft		MSFT	93.25	88.63	-4.63	-4.96	38	0.00	0.00	109.25	53.88
OTC	Novell		NOVL	18.25	18.06	-0.19	-1.03	23	0.00	0.00	23.25	14.13
OTC	Oracle	(H)	ORCL	39.88	38.00	-1.88	-4.70	39	0.00	0.00	47.00	24.75
OTC	Software Publishing		SPCO	4.63	4.56	-0.06	-1.35	57	0.00	0.00	6.25	2.88
OTC	Symantec	(H)	SYMC	28.00	28.50	0.50	1.79	28	0.00	0.00	33.25	14.63
	HARDWARE											
OTC	Apple		AAPL	43.38	36.25	-7.13	-16.43	9	0.48	1.32	50.13	32.50
OTC	AST Research	(L)	ASTA	13.50	10.25	-3.25	-24.07	-	0.00	0.00	19.13	9.88
NYS	Compaq		CPQ	47.25	46.50	-0.75	-1.59	14	0.00	0.00	54.75	30.75
NYS	Digital Equipment		DEC	40.88	42.63	1.75	4.28	284	0.00	0.00	49.50	24.88
OTC	Dell	(H)	DELL	76.13	81.50	5.38	7.06	17	0.00	0.00	93.88	35.38
NYS	Hewlett-Packard	(H)	HWP	78.13	82.75	4.63	5.92	19	0.80	0.97	85.88	41.75
NYS	IBM		IBM	101.63	94.38	-7.25	-7.13	11	1.00	1.06	114.63	67.38
NYS	Silicon Graphics		SGI	42.25	35.13	-7.13	-16.86	27	0.00	0.00	45.63	24.13
OTC	Sun Microsystems		SUNW	55.38	58.38	3.00	5.42	16	0.00	0.00	62.00	27.13
NYS	Xerox	(H)	XRX	120.25	130.50	10.25	8.52	17	3.00	2.30	133.88	90.63
NYS	Tandy	(H)	TAN	63.13	59.88	-3.25	-5.15	20	0.72	1.20	64.38	41.00
	CPU'S											
NYS	Advanced Micro Devices		AMD	33.38	29.13	-4.25	-12.73	10	0.00	0.00	39.25	22.25
OTC	Intel		INTC	60.38	59.31	-1.06	-1.76	19	0.16	0.27	78.38	28.75
NYS	LSI Logic	(H)	LSI	49.25	59.88	10.63	21.57	43	0.00	0.00	62.50	17.75
NYS	Motorola	(H)	MOT	72.75	76.38	3.63	4.98	26	0.40	0.52	82.50	49.00
	COMMUNICATIONS											
NYS	AT&T	(H)	T	56.63	65.88	9.25	16.34	21	1.32	2.00	66.00	47.25
NYS	BellSouth Corp.	(H)	BLS	68.00	73.13	5.13	7.54	17	2.88	3.94	76.75	50.50
OTC	MCI	(H)	MCIC	23.88	26.25	2.38	9.95	20	0.05	0.19	27.13	17.25
NYS	Northern Telecom		NT	36.38	35.25	-1.13	-3.09	21	0.44	1.25	41.00	31.25
NYS	Pacific Telesis		PAC	28.13	30.38	2.25	8.00	12	2.18	7.18	32.88	25.63

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	14
DECLINES	15
UNCHANGED	0
NEW HIGHS	13
NEW LOWS	1

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	LSI Logic	$ 10.63
LARGEST DOLLAR LOSER	IBM	$ -7.25
LARGEST PERCENTAGE GAINER	LSI Logic	21.57 %
LARGEST PERCENTAGE LOSER	AST Research	-24.07 %

	CLOSE 08/30/95	CLOSE 09/27/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7787.50	7831.95	44.45	0.57
DOW JONES INDUSTRIAL AVERAGE	4604.57	4762.35	157.78	3.43
STANDARD & POOR'S 500 INDEX	560.92	581.04	20.12	3.59
N.Y.S.E. COMPOSITE	301.40	311.32	9.92	3.29
NASDAQ COMPOSITE	1012.61	1026.54	13.93	1.38

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
03/15/95	6042.96	4038.37
04/12/95	6270.71	4197.81
05/10/95	6571.21	4404.62
06/07/95	6982.06	4462.03
07/05/95	7437.77	4615.23
08/02/95	7501.51	4665.85
08/30/95	7787.50	4604.57
09/27/95	7831.95	4762.35

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Technology stocks gained ground for the month of September. Specifically, the MicroTimes Stock Index rose 44.45 points, or .57%, to close at a record high of 7831.95. In comparison, the Dow Jones Industrial Average jumped 157.78 points, or 3.43%, to 4762.35, and the tech-laden Nasdaq Composite Index climbed 13.93 points, or 1.38%, to close at 1026.54.

In our index, declining issues narrowly edged out advancing issues by a 15-to-14 count, and there were thirteen new 52-week highs vs. one new 52-week low.

Turning To The Stocks In The MicroTimes Index:

Some analysts believe that retailers have overstocked on copies of Windows 95. Rick Sherlund, an analyst at Goldman, Sachs & Co., estimated that about 2.5 million copies have been sold since August 24, which is on pace with Wall Street expectations that ten to twelve million copies will be sold over twelve to eighteen months. Although, he believes resellers ordered eight million to ten million copies in advance, far more than needed so far. Mr. Sherlund said, "I think Microsoft will end up taking some of that inventory back." Shares of Microsoft slipped 4.63 points, or 4.96%, to close at $88.63.

LSI Logic Corp. said it is on target for a 6% to 8% sequential revenue growth for the third quarter ending September 30. In addition, the company said that the target of 40% year-over-year revenue growth is "realistic." LSI Logic Corp. jumped 10.63 points, or 21.57%, to close at $59.88, making it the largest dollar and percentage gainer in our index.

Motorola and Xerox Corporation announced an expanded technology relationship for single-board computers using PowerPC microprocessors. Motorola Computer Group will design and manufacture PowerPC microprocessor-based control boards that will be used in a series of future Xerox digital products. Xerox Corporation rose 10.25 points, or 8.52%, to $130.50, and Motorola climbed 3.63 points, or 4.98%, to close at $76.38.

AT&T announced that by the end of 1996, it will split into three publicly traded companies—a telephone service, an equipment maker, and a mainframe computer manufacturer. The 2.2 million shareholders of AT&T will receive one share of each of the new companies for a single AT&T share. Last month, AT&T jumped 9.25 points, or 16.34%, to close at $65.88. ■

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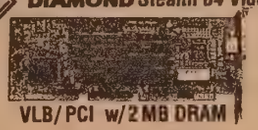

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Columnist Takes Break

Experts Hold Forth On Free Wireless

In Issue #140, Jim Warren held forth on the potential benefits of Apple's proposal, currently before the FCC, to permanently designate a portion of the radio spectrum for free, unlicensed public use.

We received a response from Andy Seybold, well-known authority in the area of wireless, taking issue with several of Jim's points. By chance, when I received Andy's letter, I had just spent several days touring the wilds of Colorado with Dave Hughes, who's in the process of connecting rural schools to the Internet via wireless technology that utilizes free spectrum (about which more in a future issue).

So naturally I passed Andy's remarks to Dave for comments, and Dave commented.

We found the discussion illuminating enough to share it. So while Jim takes a well-deserved break this month, we bring you the following dialogue.—*ME*

Andy Seybold: No Free Lunch

I want to take issue with your articles by Jim Warren and Anna Couey which appeared in the August 21, 1995, issue of *MicroTimes*.

The Apple proposal for free spectrum is an interesting one, and does deserve attention, however, you should be aware of the technical details before you plunge in and give the idea your complete endorsement.

Jim Warren states: "Free, public-domain, fairly shared, wireless, point-to-point and point-to-many, metropolitan area networking—5 to 30 (or perhaps more) miles in range."

I do not know where you obtained your information regarding range, but the radio frequencies proposed are in the 5GHz range, which is used, today, for microwave, point-to-point systems with 4- and 6-foot dishes pointed at each other, running about ten times the power that is being asked for, and they do not get this type of range.

The higher the frequency, the smaller the coverage area for a given amount of power. Thus, a hand-held cellular phone which has a power output of 600mW at 900MHz has a range of several miles; at 2.0GHz (the new broadband PCS channels) the range will be less than half what it is at 900MHz; and at 5.0GHz it would be measured in feet, not miles.

Secondly, the bandwidth being asked for will limit the types of uses that this spectrum will be available for. Video will not, with today's technology, be possible; and what we will end up with is a free-for-all band where the more users there are, the less it can be used on a reliable basis.

Radio systems, unlike wired systems, operate on a first come, first served basis, unless the second user has a stronger signal, in which case the first user can be "thrown off" the channel and the second user wins (this is one of the "rules" of physics, and there are many more of them, which are being pushed to their limits and/or ignored by Apple in this proposal).

Spectrum Anarchy

If you would like to see what happens to "public, unlicensed spectrum" I invite you to listen into the forty channels available on the old CB band, which the FCC has turned over to the public, for unlicensed, unregulated, and uncontrolled voice access.

What makes you think that this new spectrum will be treated any differently? Suppose we do get it, and you invest hundreds of dollars in equipment to "talk" to the Internet, only to find out that there is so much congestion on the band that you cannot get through with "normal" equipment, but with some "special" equipment you might be able to get an edge—you and how many other people?

With no regulation, with no way of making sure that there really is equal access, just how long do you expect this radio spectrum to be "available" for the public to make use of it? Do you know how little spectrum we have available today? Do you know that your own police department is operating on such a small amount of radio spectrum, and has to wait two to three years to get just one additional channel?

I too believe that we need some form of radio spectrum which is available for those who want to have free access, but free access to what? Free access to connect to a neighbor's computer and "chat" with him? Maybe. Free access to bypass the phone company and "beat" them out of money? Sounds like fun, sounds like "people's rights." Maybe, but the radio spectrum is finite. Unlike the present-day press belief that radio spectrum is abundant, it is not. When it is used up we do not have the choice of making more of it. It is limited by physics.

Yes, we can do more with what we have, and yes, we can cram more into less, but there is a limit, and we are talking about a finite resource, one which cannot be replenished, one which needs to be available for as many users as possible, and one, which, I believe, needs to be regulated to some extent simply because once it is gone there is no more.

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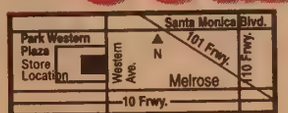

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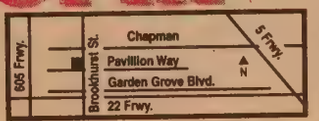

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Fantasies *continued...*

wireless a reality for anyone who wants to use it. There is no free lunch; when writers make it appear as if there is not only a free lunch, but also this boundless resource called "wireless" over which we are all going to have full-motion video and unlimited data speeds, it does not help the realities of the world of wireless.

Wireless is going to be important. Many companies (including Apple) are putting lots of money and resources into it, but it will not be easy nor will it be "free"; it just does not work like that.

Andy Seybold
Editor-in-Chief
The Outlook on Communications and Computing
Author: Using Wireless Communications in Business
President: The Portable Computer and Communications Association (PCCA)

Dave Hughes: The Glass Is Half Full

I think Andy Seybold misses the major public policy point entirely, and is far too cavalier in his dismissing the practical possibilities opened up by current, and projected, advances in wireless technologies.

The technological debate over just how "limited" the wireless spectrum is, is largely a matter of seeing the spectrum glass half empty or half full. Mr. Seybold clearly, as elaborated in his book *Using Wireless Communications in Business*, sees the glass half empty, and the onging need for tight regulatory control rooted in the policies of the past—policies which, not so incidentally, seem only to favor large corporate interests. Interests whose collective goal is to privatize the entire electromagnetic spectrum in historically unprecedented ways that will turn it entirely into private property, whose owners may then charge the public for its use at whatever the traffic will bear. In the process, we lose the equally valid policy objective—made feasible by advances in wireless technologies—of ensuring that significant bands of spectrum are left for shared use by the public, where the only cost to the user is the capital cost of the digital radio.

Quite respected technological and policy analysts such as George Gilder and Paul Baran—the originator of packet switching—see the spectrum glass half full, with advances in the signal processing power bringing about far less necessity for either tight government control over spectrum in the future, or the awarding of all of it in slices to individual users, such as companies.

Certainly there are mathematical limits to the amount of data that a band of spectrum can accommodate, and limitations of range based on permitted radiated power and frequencies used, as well as antenna design and orientation. But when order-of-magnitude increases are already being practically experienced by users allocated the same band of frequencies by different radios (using techniques such as spread spectrum, which exploits the increasing power of signal processors to sort signal from noise at ever lower power levels), whole new public policy possibilities are opened up. Mathematically provable theoretical limits and practical-use limits are not the same thing.

In fact, the very line-of-sight and range limitations of some of the frequencies mentioned by Mr. Seybold are a practical advantage when it comes to shared use! For by the use of directional antennas, and repeater stations, the range of useful communications can be dramatically increased, and the problems of conflict with other radios nearby, not inside the fan of propagation, are reduced!

Not Pie In The Sky: It Works

There are over fifty manufacturers of radios using only the no-license ISM bands under Part 15 FCC regulations. Arbitrary FCC decisions influenced both by corporate interests who fear the "free" competition, and by federal security agencies which fear the high degree of communciations security they offer, severely limit the power that can be used by these radios to 1W or less. And these Part 15 bands were not originally allocated for this unforseen use in the first place.

Yet the incredible variety of use to which these radios, operating in the "free" spectrum, are already being put—by business, government, education, communities—has clearly demonstrated that the concept of shared spectrum, will work, and that if specific FCC policies are made for "'Public Spectrum" it will work even better. And, above all, it will lower the "threshold of access" to a far wider public than purely commercial wireless services, or wired—cable or telco—solutions do now.

It is not that "free" wireless is the end-all solution to networking; it is that public spectrum wireless will offer affordable (cost of radios only) solutions where any other commercial or wired solution is either prohibitive in cost, or simply not available at all. Even commercial cellular operators do not extend to all rural areas of the United States—where the density of use of the spectrum is also the lowest.

When Mr. Seybold uses a commercial cellular radio in the 900MHz band with a range of "several miles" as an example of range limitations, I would point him to a whole series of manufacturers' radios, which with small yagi antennas reach 20 miles in the 902–928MHz range at 56Kbps to 164Kbps. Or Persoft radios that operate at 1Mbit speeds to six miles point to point, or 2Mbit at three miles. With radios as repeater stations, 40, 60, 80 miles can be reached while sustaining 56Kbps speeds or higher. Recently a company called Inficom announced its AIRNET line, which can operate in the "no-license" bands, and reach 10 miles at 25.6Mbps speed, with repeater capabilities reaching up to 100 miles. It uses yet a newer combination of technologies that exploits the

If you would like to see what happens to "public, unlicensed spectrum" I invite you to listen into the forty channels available on the old CB band.

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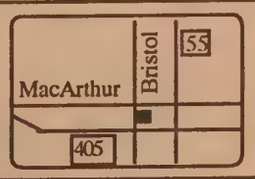

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Fantasies *continued...*

low power, high processing speed combination, which, analysts like Gilder say, call into question historic spectrum management policies. Rates even close to AIRNET certainly can carry motion video.

Does Mr. Seybold want to argue that 56 or 128Kbps is too slow for "multimedia" use? Well, multimedia is a very broad-ranging term; and my own experience with compressed, digitized voice, text, data, and image—where increasingly the local computer processors do much of the work—tells me that the situation is only going to get better.

For the slowest link in the flow of data from remote places is often the human mind's ability to absorb the data. Even Netscape continues to pour the data into one's computer for later display at high local processor speeds, while the slow brain reads the first screen. Radio-to-radio speed is only a part of the equation. There are equally radical improvements being made in data forms to be transmitted. More information in less bulk.

While Mr. Seybold wants to argue how fast is fast and how far is far, it seems to me a lot of companies, under severe limitations from both physics and the FCC, are making remarkable progress. Who is prepared to predict they can go no farther?

Most of the other examples Seybold cites in dismissing Warren are specious to the central argument.

Citing the hoary old example of CB radio, which is often done by those who think spectrum is too important to be freely used by that messy thing called "the public," is also all but irrelevant. In the first place, even in the Part 15 spread spectrum bands, radios by different manufacturers do not communicate with each other, by deliberate design! To ensure secure communications, for one thing.

My company is using spread spectrum radios in the no-license 902–928MHz Part 15 range, from three different companies, all in the same immediate area, and they do not communicate with each other. They are used to communicate with radios attached to specific servers, computers, repeater stations, or other like radios connected to yet other devices. Point-to-point, one-to-many, or many-to-one data communications is utterly a different matter from voice CB. Doesn't Mr. Seybold know the difference? Or is he just throwing out a red herring?

Who Needs It?

So who, beside the garrulous American public (who also fill up wired networks and even costly commerical cellular phone bands with inane chatter), can benefit from the proposed Apple "Public Spectrum"?

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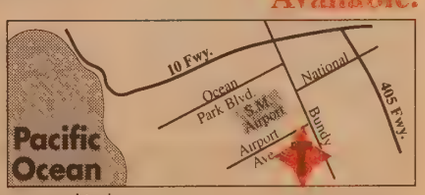

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Fantasies *continued...*

for digital versions of cellular phones. Public spectrum, noncommercial digital radio can decisively solve the huge problem of connecting up the minds of millions of our school children to the nets where their future lies.

Mr. Seybold asks "free access to what?" and then proceeds to detail a series of trivial possible uses, such as "chatting" with a neighbor. I can answer that question directly—access to servers, access to patch-points, access to Internet points of presence, access to field locations, access to relay points, substituting noncommercial wireless links to public conferencing systems which serve the local community—as well as links to the global nets.

The town of Telluride, Colorado, only has "public" terminals in its library, because it has wireless links to the nearest Internet server. The 15,872 public libraries in the US are rapidly moving to give the entire public—including those without computers or access to them—access to global information sources. Public spectrum communications can revolutionize new forms of "branch" libraries for cities and towns.

In the small, very poor, rural town of Center, Colorado, a pair of Metricom Ricochet wireless modems give "free" access through a series of walls from unwired classrooms to an Internet server, and to the server from nearby homes, some of which have no telephones, by students using school-loaned laptop computers. At data speeds high enough to do Web page searches.

As the principal investigator on a newly awarded National Science Foundation grant to field test a variety of wireless technologies for education, both rural and urban, I will be able to more authoritatively judge and report on what public spectrum can and cannot do well, when integrated and compared with all the other means and costs of "access" to networks. But I would not be involved with the exploration of the potential of wireless technologies for general public use, as "free" as possible, if I had not already, through experimentation and research, concluded that the ideas supported by Jim Warren, proposed by Apple, and reported by Anna Couey hold great new promise for public telecommunications.

Dave Hughes
Old Colorado City Communications
dave@oldcolo.com

Andy Seybold: Closing Remarks

I am not against a "free and open" portion of the spectrum for private citizens' use. I like the idea. However, I do not like the hype which is surrounding the concept.

Radio communications is not a science as much as it is an *art*. Things do not always work as they should. A case in point: the recent problems which have caused RadioLan to cut back

continued on page 222

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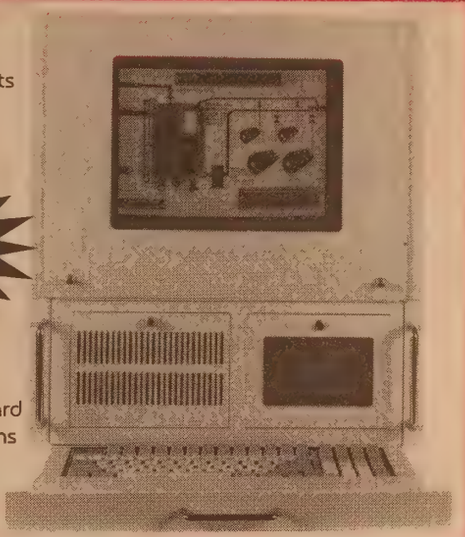

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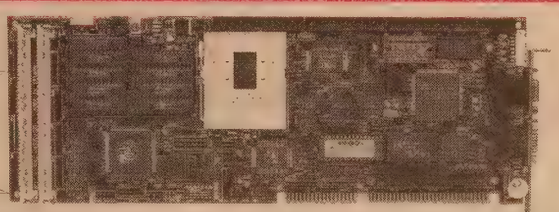

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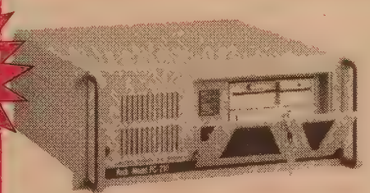

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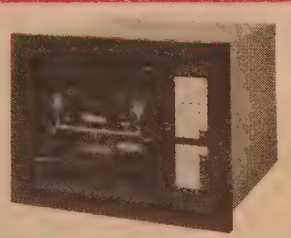

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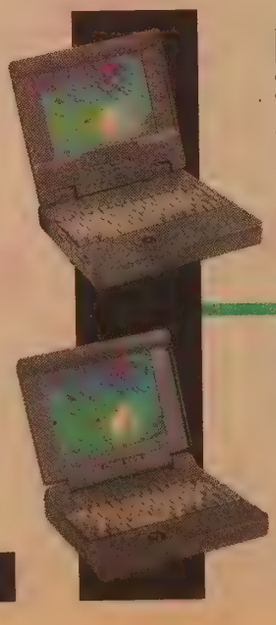

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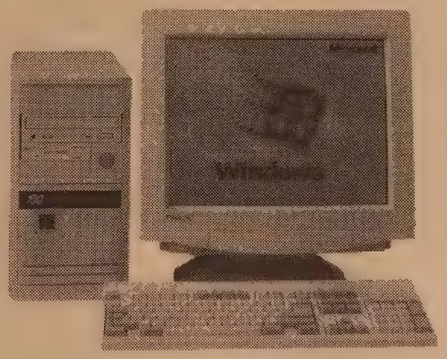

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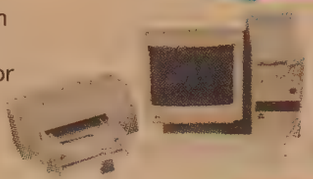

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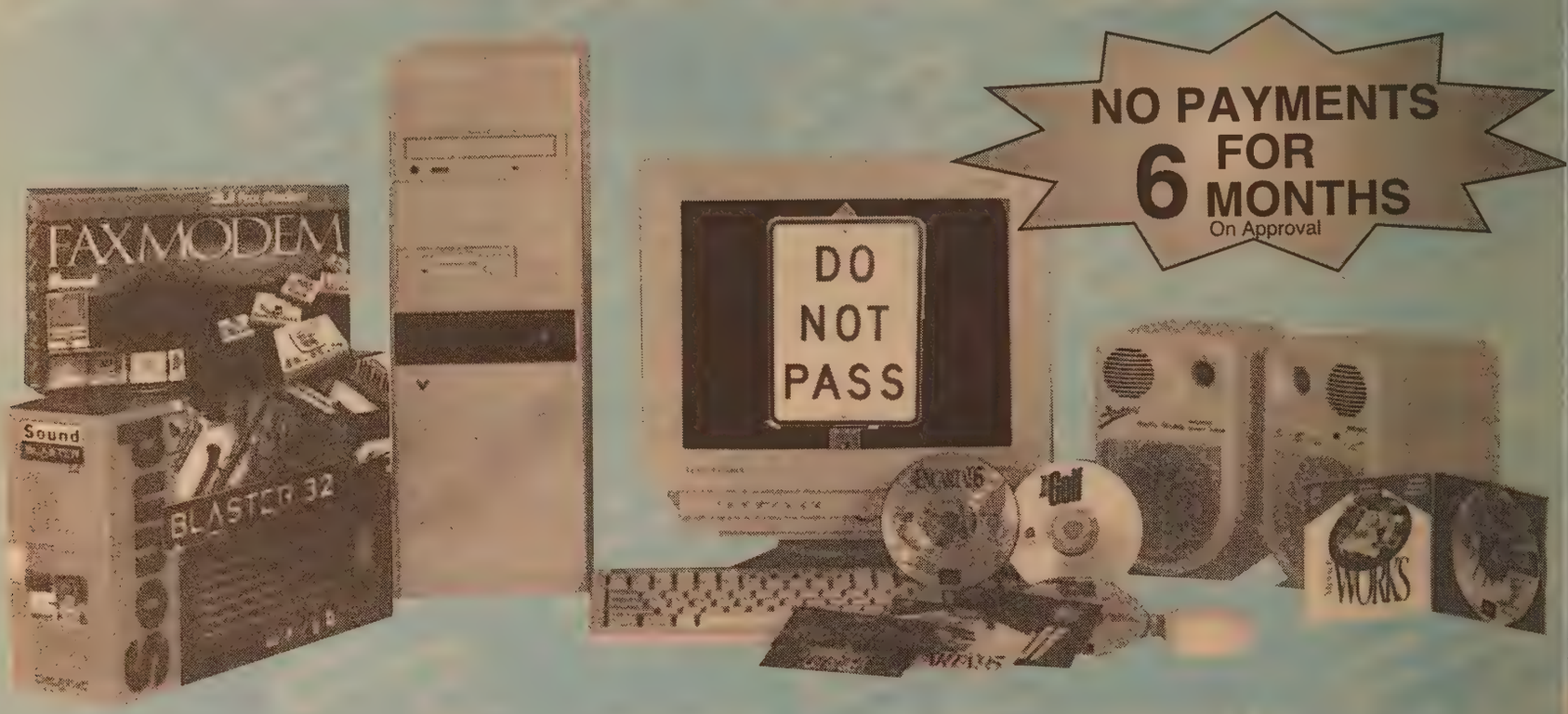

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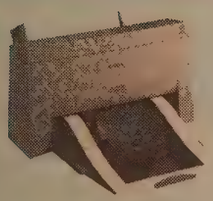

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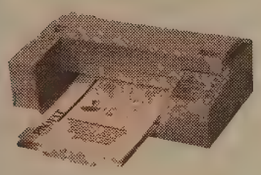

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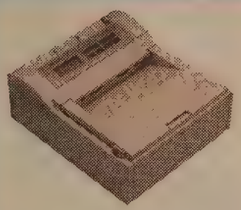

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LAPTOPS • BY ED KAHN

Windows 95 On Portables

Is Now The Time To Take Windows 95 With You On The Road?

Windows 95 hit the marketplace on August 24 amid the largest media blitz in the history of personal computing. I immediately installed it on my desktop computer and have been busy playing with it to get some idea of what the impact of this product will be on the market and to look for particular significance to laptop users. In this month's column, I will report some of my initial findings.

Windows 95 is clearly the future. Anyone who thinks they can escape this tidal wave will be drowned. While Microsoft presents the product as a simple migration and evolutionary step beyond previous releases of Windows, the fact is that eventually it will require the replacement of almost all hardware and software. I can best illustrate this by relating my experience on my desktop computer, which is admittedly a bit more complex than many computers as I need to regularly test a variety of hardware and software.

In anticipation of the roll out of the new Windows, I upgraded to a faster PCI motherboard. This would put my basic platform in a mid-range position to test the new product. I installed ATI's Graphic Xpression video board to accommodate the PCI motherboard.

I found that Windows 95 did not accurately recognize the Graphics Xpression card. One of the things that the new operating system is supposed to do is recognize hardware in order to make the system truly plug-and-play. But while the concept is great, it will take some time before all of the new hardware is built so Windows 95 will correctly identify it.

I love ATI's graphics card and recognize that a year from now all new cards will be made so Windows 95 will recognize them. Until these products flood the market, we will still have to fiddle with our computers to get all of the parts talking to each other.

A year ago, I installed the Maxtor DeskRunner PCMCIA card reader in my desktop. While I love the product, it uses over 100MB of space. Theoretically, Windows 95 can recognize the socket and replace the old memory-demanding drivers with protected-mode drivers. But in fact, I had to disable the socket driver because my favorite DOS program will not work within Windows 95 or even in DOS mode unless I manually reboot and disable some of my applications. Again, in theory this should not happen, but in fact it does happen. In time, I am sure this will be worked out, but two hours on the phone with Microsoft did not take care of the problem.

There is a similar story for my Sound Blaster 16 SCSI-2 card. Windows 95 needed to know which Adaptec card was the comparable model. In this case, the story was that Creative Labs did not release the required information. The end result was that lots of memory is needlessly eaten up by drivers that should not be necessary in Windows 95.

So where does that leave us? I feel positive about Windows 95. But one should not minimize the problems in migrating to the new operating system. If you have a simple system with lots of memory, there is no problem. But even then, in time you will want to replace lots of your software to get the maximum efficiency out of the system.

All of the software developers are coming out with new versions of the products. It is good business. Microsoft drives the computer industry. With the introduction of Windows 95, they have given all software companies an excuse to introduce an upgrade product.

This is a real boon to the software industry, as once they get their products as good as they can, they have a hard time finding an excuse to release a new version of successful software. Windows 95 gives a perfect excuse for a new release, which seems to be the life blood of software vendors.

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What does all of this mean to on-the-go computer users? In terms of upgrading, I do not recommend installing Windows 95 on your old computer unless you are prepared to also make hardware changes. You should not work with less than 8MB of memory, no matter that Microsoft says the system will work with 4MB. You will also want a large enough hard drive to accommodate this huge operating system. The product comes on twelve 3.5" disks or on a CD-ROM. Upgrading a system with a 40MB hard drive doesn't make sense.

If you have a fairly new portable and can upgrade memory and hard drive, it may be worth it if you are intent on using Windows 95. My own inclination would be to stick with an older Windows. In general, I do not like to upgrade portables. I try to get the configuration I need at the beginning and stick with it. Upgrading is expensive, especially on portables that do not generally take generic parts. Instead, you usually have to buy upgrade items from the original vendor who often gets a hefty price for replacement parts. And in addition, there is no way to use your old parts again. On desktop machines, there is usually some salvage value to the old parts you abandon.

If you are buying a new portable, I think it is worth it to spend the money to get a system that has enough memory and large enough hard drive to accommodate Windows 95. As time moves on, this operating system will become increasingly standard.

What specific advantages does Windows 95 hold for users of portables? The most striking advantage is the Briefcase feature that lets you transfer files from one computer to another. The idea is that you can carry your work with you when you are on the road or go home at night; this way you can get your eighteen hours of work in each day. The feature works like this: You simply drag the files you want to carry along over to the briefcase icon. Then you copy the briefcase contents to another computer or a floppy drive. Simple. The only catch is that you have to be running Windows 95 on all of the computers. This is one incentive for getting the new operating system on your portable if you have it on your desktop machine.

If you have an older portable that works well, Windows 95 is not a good enough excuse to buy a newer machine unless you need the compatibility. On the other hand, it is probably not cost efficient to buy a new computer that cannot accommodate Windows 95. Soon most of the computers will be shipping with this new operating system. ■

continued on page 224

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NETWORKING • BY PETER JOHN HARRISON

Windows 95: Is Your Network Ready?

The Latest Version Of Windows Shows Symptoms Of "Dot-O" Syndrome

Administrators have been waiting for an Intel 80x86-based operating system designed from the bottom up to work in a networked environment. Windows 95 has come through on that front with seamless connections to Novell and Microsoft networks; even dial-up remote networking via modems and 64Kbps ISDN connections are easy to make with Windows 95.

So there is a lot to like about this latest chapter in the Windows saga, but is Windows 95 really ready to come online? What changes do we need to make to our network computing environments before we can take up the Windows 95 banner? What surprises await us when we join the Win95 fold?

After you have been in the computer industry for a few years, you have probably learned to avoid the "Dot-O" releases. These are the first commercial releases of software packages that have gone through revisions drastic enough to warrant a new version number and introduce new bugs into the software. "Dot-O" releases often have bugs that can cause major headaches for network managers. MS-DOS 3.0, 4.0, 6.0 and Windows 3.0 all had problems that made them unattractive choices for the production networking environment until they reached the "Dot-One" release, which tends to be more stable. Both Microsoft Windows 3.0 and Novell NetWare 3.0, for example, lasted on the market less than twelve months before being replaced with 3.1x versions that became mainstays of the network computing environment for years.

Microsoft, in an attempt to avoid the "Dot-O" syndrome, ran a beta program like no other in history. Microsoft distributed more copies of their "Final Beta" CD-ROM distribution, which came out last March, than most software packages sell in a lifetime. With few exceptions, it performed very well, and many people thought that Windows 95 might actually avoid the curse of the "Dot-O" release.

"Dot-O" releases often have **bugs** that can cause major **headaches** for network managers.

Beta testing, however, is not the same as using a product in real life, and while I honestly think Windows 95 may be ready for your network, I doubt your network environment is ready for Windows 95. Just consider the raw power required to run Win95. Although you can run Win95 on a 4MB, 386-based system, Microsoft suggests a minimum 8MB, 486, and even that may not be enough. My 386SX/25 laptop system, for example, loads MS-DOS 6.22 and Windows 3.12 in less time than my souped-up 16MB 486DX/2-80 system loads Windows 95. Each networked system will also need a hard disk, something NetWare users could get away without having with Windows 3.1x. That adds a whole new level of complexity for those environments that use floppy-only and diskless workstations to force users to store information on easy-to-back-up file server systems.

Which brings me to my next point: Networked computing systems do not operate in a one- or two-computer beta-testing vacuum. They operate in a dynamic environment that depends on a wide variety of networking tools to keep things running smoothly. Win95 may allow users to share NetWare and Microsoft network files and printers, but network support requires more than simple file and printer sharing.

Some popular network support tools, for example, are not ready for Win95. NetWare Connect, Novell's modem pool software, does not work with Windows 95, and you may be completely out of luck if you use a less popular network platform. Artisoft LANtastic networking software, for example, can only operate as a client—not a server system.

Another major network support issue for Win95 is performing system backups. Win95 ships with backup software that works with popular local tape drives (though the new high-capacity drives are not supported), but that does not cut it in the network environment. Network managers need a whole-LAN solution that can back up dozens of computers that may run several different operating systems. There

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are several backup systems that are designed to do this, but their software makers have not had a chance to develop Windows 95 "agents" that link network clients to the central backup server. The earliest ship dates I have heard for central server backup software are in October—and those software versions will be "beta" or "Dot-O" software that have not had a chance to prove themselves yet.

Perhaps the most insidious of the Win95 network support issues has to do with virus detection software. Most virus detection programs look for signs of tampering with the MS-DOS file system. Unfortunately, the organization of

> Microsoft, in an attempt to **avoid** the "Dot-O" **syndrome,** ran a beta program like no other in **history.**

the Win95 file system is substantially different from that of MS-DOS. That means that your old virus software is not up to the task of detecting viruses in the Win95 file system, and that the people who create viruses have a whole new territory to explore. It may be some time before antivirus software makers learn how to effectively screen out unwanted viral infections.

The bottom line is that Windows 95 is still every bit the operating system platform that DOS/Windows users have been waiting for, but there is a big difference between the software being ready for us and our networks being ready for it. The hard part is explaining that to your network users—who are probably already arguing that they have it at home and it works just fine.

For these people I have a simple solution: Tape this article to the outside of your door. Then close the door and lock it. ■

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Creating Your Company's Telecommuting Policy

The Association Of Bay Area Governments Offers Help For Those Wanting To Telecommute

The Association of Bay Area Governments surrounding San Francisco is now offering a wide range of services of interest to employers and employees who are considering telecommuting.

As part of its Employer Assistance project, the association will conduct a "needs assessment" on-site. The purpose of this assessment is to gather information necessary to developing a practical, cost-effective telecommuting proposal for the company.

Staff will interview company managers to determine such critical factors as:

- Number of employees
- Nature of their work
- Who are likely to be the most successful telecommuters
- Advantages of telecommuting
- Skills and abilities of the workforce
- Management concerns about telecommuting
- Goals for telecommuting

They will then prepare a telecommuting proposal that outlines specific steps for the organization to take, and offers various ways for the Association to help implement a successful telecommuting project. These services can include help with:

Telecommuting Policy—Specialists will offer examples and advice in preparing a telecommuting policy for the organization. Building on the Association's "Model Telecommuting Policy," experts will advise employers on how to make changes to the policy that meet the individualized needs of the organization.

Internal Presentations—The Association is smart enough to realize that spreading the good word among company decision-makers about telecommuting is a critical element in getting a telecommuting project approved. Accordingly, Association staff are authorized to help company managers prepare their presentations to higher-level authority, or to meet directly with higher-level authority to present the pros and cons of telecommuting.

Telecommuting Candidate Selection—Since selecting the right people to be the first telecommuters in the organization is an important element for future success, the Association is set up to assist employers in identifying the best candidates for telecommuting through the use of surveys and other methods.

Telecommuting Orientation—The Association has a one-hour "orientation" session that it can deliver to an employer's new telecommuters. The session includes information on how to telecommute successfully, providing both telecommuters and their supervisors with useful tools to help make the employer's telecommuting program more of a win/win arrangement for everyone involved.

Telecommuting Training—The Association has prepared a self-guided training package available to telecommuters and their supervisors. It allows participants to go through the material at their own convenience and pace.

Program Evaluation—As telecommuting proceeds, the Association offers standardized evaluation surveys that employers can distribute to their telecommuters. The Association will then analyze the surveys and provide each employer with a written evaluation of the program's effectiveness, strengths, and weaknesses.

The Association wants to provide employers with a set of clear, consistent guidelines they can communicate to their telecommuters.

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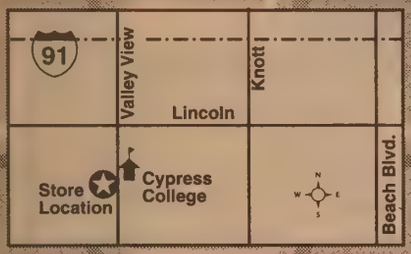

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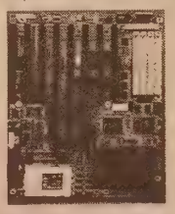

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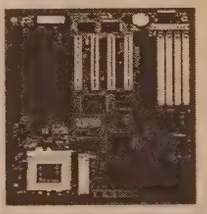

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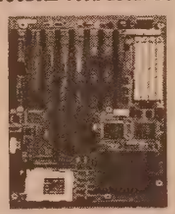

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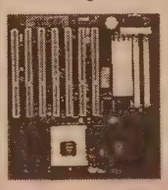

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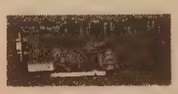

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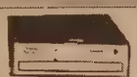

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Telecommuting *continued...*

muting policies should be broad enough to allow individual work groups to customize them to meet special needs, while strong enough to create a consistent set of rules for telecommuters throughout the organization.

The Association recommends that the human resources or personnel department guide the development of telecommuting policies, with plenty of input from both management and employees.

According to the Association, the main policy considerations should include:

- The definition and interpretation of telecommuting within the organization.
- A simple statement outlining the organization's commitment to telecommuting.
- Statements about business needs, terms and conditions of telecommuting employment, time-keeping and overtime work, proprietary information and data security, work space designation, the telecommuting agreement, tax implications, dependent care, assignments and project scheduling, and the voluntary nature of telecommuting.
- Selection of telecommuting candidates, with specific information regarding qualifying the job characteristics, telecommuter characteristics, and supervisors' characteristics that the organization will use to determine who may and may not telecommute.
- The definition of what equipment the organization will provide and who will be responsible for its care.
- How the organization will measure performance and evaluate the success of individual telecommuters, as well as the telecommuting program more generally. As noted many times, the same guidelines that work for "managing by objectives" serves as a solid basis for evaluating the success and performance of telecommuters.
- There should be wording about individual safety, and perhaps some guidelines regarding ergonomics.

Sample Telecommuting Policy

Telecommuting, or allowing some employees to work at home during a part of their scheduled hours, can both accommodate the needs of the employees and benefit the Organization. Our Organization considers telecommuting to be a viable work option that, when appropriately applied, benefits both the Organization and the individual.

For the purpose of its Employee Telecommuting Policy the Organization defines telecommuting as follows:

Employees telecommute when, on a periodic basis, during their scheduled work hours, they fulfill their job responsibilities at a site other than their primary work location and may substitute telecommunications for work-related travel. In the recent past, the Organization has explored telecommuting as a work alternative for some of its employees. The result has been an increased awareness of the advantages and disadvantages to both employees and the Organization. For some individuals and jobs, telecommuting is a very effective way to work. The following document provides guidelines and principles for assessing where and when telecommuting is most effective and for successfully implementing a telecommuting program where appropriate.

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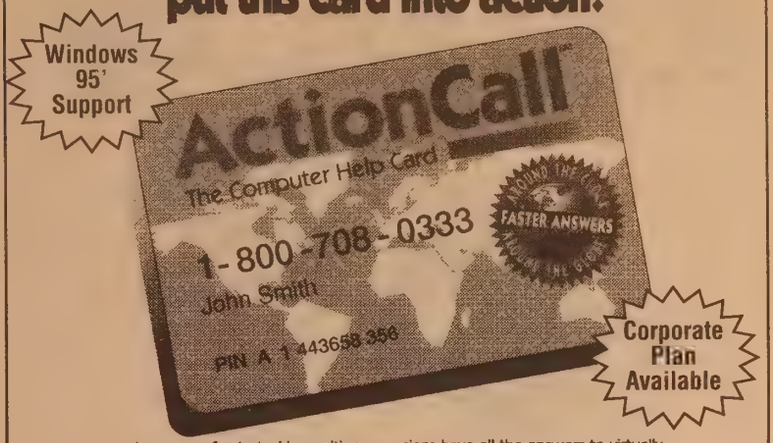

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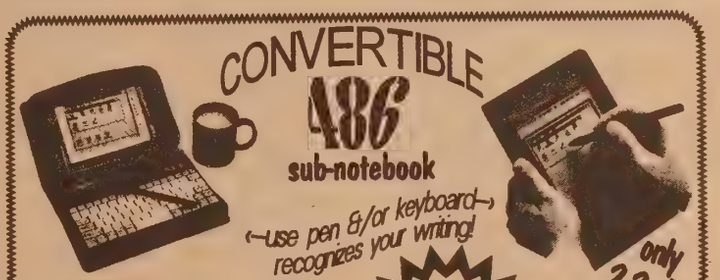

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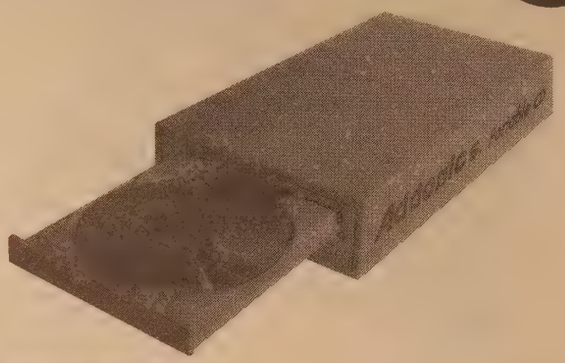

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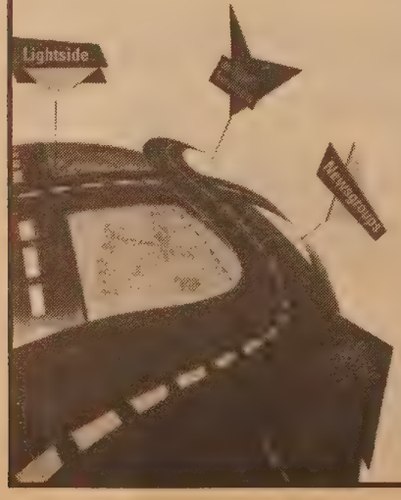

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Telecommuting *continued...*

Telecommuting Principles And Ground Rules

Telecommuting is a cooperative arrangement between supervisor and employee, not an entitlement, and is based on:
1) the needs of the job, work group, and Organization
2) the employee's past and present levels of performance.

Jobs suitable for telecommuting are characterized by clearly defined tasks and work products. A telecommuter's performance is measured by output, not work location. Telecommuting is a tool allowing for flexibility in work options.

TELECOMMUTING POLICIES SHOULD BE BROAD ENOUGH TO ALLOW INDIVIDUAL WORK GROUPS TO CUSTOMIZE THEM TO MEET SPECIAL NEEDS, WHILE STRONG ENOUGH TO CREATE A CONSISTENT SET OF RULES FOR TELECOMMUTERS THROUGHOUT THE ORGANIZATION.

Telecommuting does not change the basic terms and conditions of employment with the Organization.

Each telecommuting arrangement is jointly agreed between supervisor and employee; telecommuting is voluntary and may be terminated, at will, at any time either by the Organization or the employee.

Organization-provided equipment at home is not an entitlement of telecommuting: depending on the job, equipment needs for telecommuters will vary from as little as phone, paper, and pencil to as much as computer, modem, printer, data line, and fax machine.

Telecommuting usually occurs on a part-time basis. Full-time telecommuting is permissible only when necessary and justified (for example, when needed to accommodate medical restrictions or physical disabilities depending on the needs of the job).

Telecommuters' salary, job responsibilities, advancement opportunities, benefits, and Organization-sponsored insurance coverage do not change as a result of telecommuting.

Telecommuters will have regularly scheduled work hours agreed upon with their supervisors and remain obligated to comply with all Organization rules, policies, and procedures.

Telecommuters will be as accessible as their on-site counterparts during their agreed upon regular business hours, regardless of work location.

Telecommuters will have a designated work space agreed to by the Organization and maintained by the employee, and subject to supervisor visits to ensure that safe work conditions exist. The telecommuter will be responsible for any costs related to remodeling, necessary furniture, and other initial setup requirements of the designated work space.

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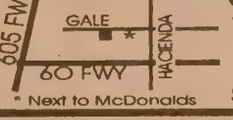

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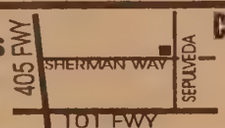

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TELECOMMUTING IS A TOOL ALLOWING FOR FLEXIBILITY IN WORK OPTIONS.

any Organization system from the home.

Telecommuters will manage dependent care and personal responsibilities in a way that allows them to successfully fulfill job responsibilities.

Telecommuters may be expected to provide telecommuting equipment such as computer, modem, printer, and telephone access line at their own expense. The Organization, at its discretion, may assist employees in such purchases.

Telecommuter's tax implications related to the home work space are the responsibility of the employee, who is advised to consult a tax expert.

Telecommuting expenses not specifically covered in this policy will be dealt with on a case-by-case basis between employee and supervisor.

Telecommuters and their supervisors will jointly sign a Telecommuting Agreement that can be terminated at any time by either the Organization or the employee. Each telecommuting arrangement should be jointly worked out between supervisors and employee.

There are three selection criteria that should be considered while assessing the feasibility of telecommuting in a particular work group: the characteristics associated with job, individual, and supervisor.

Job Characteristics—Generally, jobs well suited for telecommuting have the following characteristics:

- Lower face-to-face communication requirements (communication can be handled over the telephone, voice mail, or electronic mail)
- Individual already works alone handling information, such as writing, reading, telephoning, planning, computer programming, word processing, and data entry
- Clearly defined tasks and work products
- Measurable work activities
- Objectives with identifiable time frames and check points
- Tasks require concentration and/or large blocks of time when the employee works independently of others
- Minimal requirements for special equipment

Telecommuter Characteristics—The best telecommuters are strong performers with a high knowledge of the job and who are self-disciplined, highly motivated, and comfortable being alone. Those who need constant direction make poor telecommuters. Telecommuting is generally not for the employee who is marginal or just learning his/her job.

Telecommuters should have the following characteristics:

- Proven ability to perform and high job knowledge
- Self-motivation, self-discipline, self-direction
- A desire to make telecommuting work
- Above average skills in planning, organizing, managing time, and meeting clear standards and objectives

Supervisor Characteristics—Just as critical to the success of a telecommuting arrangement is the role of the supervisor. As with the telecommuter, there are traits that help make telecommuting work. They are:

- An open, positive attitude towards telecommuting
- A mutual trust and respect in ongoing relations with the telecommuter
- Above average organizational and planning skills
- The ability to establish clear objectives and measurements
- Provides feedback regularly
- Facilitates open communication
- An innovative and flexible approach to supervising subordinates

Equipment Considerations

Telecommuting need not require computers or sophisticated telecommunications equipment, although such equipment may be deemed essential for some jobs, and may enhance the amount and effectiveness of telecommuting that can occur in yet other jobs.

The need for telecommuting equipment is determined on a case-by-case basis by supervisor and employee. The Organization will not provide telecommuting equipment unless it is justified based on the needs of the Organization and the nature of the work assignment.

If the supervisor determines that the employee should have Organization equipment in his/her residence, the equipment may be provided with appropriate department director approval. Once approved, the installation, repair, and maintenance of telecommuting equipment becomes the responsibility of the Organization. The employee's supervisor will track the equipment's use in meeting the department's specific goals.

The employee agrees that the use of equipment, software, data, and supplies provided by the Organization for use at the employee's residence and/or remote location, is limited to authorized persons and for purposes related to business for the Organization.

In the event that the Organization deems that the employee's job no longer necessitates/requires in-home equipment services, or the employee terminates employment with the Organization, the employee is obligated to return all Organization-owned equipment, software, data, and supplies. The decision to remove or discontinue use of such equipment rests solely with the Organization. The Organization does not assume any liability for loss, damage, or wear of employee-owned equipment.

(For those readers not in the Bay Area of California, contact your local government to find a similar agency, or contact the American Telecommuting Association through my email address to get more information for your locality.)

The GreenSpace Project

The GreenSpace Project started in April 1993 as a brainchild of the Human Interface Technology Lab, and of the Fujitsu Research Institute, which jointly funded it. The goals of the project are to develop and demonstrate an "immersive" communications medium in which distant participants can feel "a sense of presence" because they share a "virtual environment" in common.

Ultimately, the project aims to promote dis-

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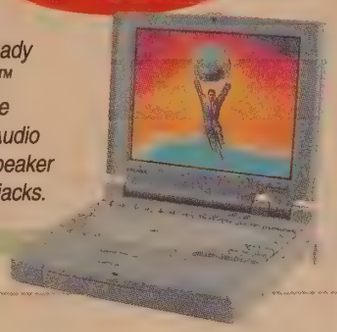

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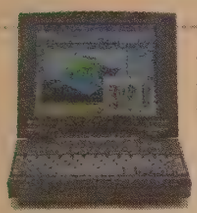
T2110CS	486DX4/75	4MB	350MB	9.5" Dual Scan	$1998.
T2130CS	486DX4/75	4MB	520MB	10.4" Dual Scan	$2398.
T2130CT	486DX4/75	8MB	520MB	10.4" Active Clr	$2998.
T2150CDS	486DX4/75	4MB	520MB	10.4" Dual Scan	$2898.
T2150CDT	486DX4/75	8MB	520MB	10.4" Active Clr	$3798.
T4900CT	Pentium™/75	8MB	810MB	10.4" Active Clr	$4798.



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4000M	486DX4/100	4MB	525MB	9.4" Active Clr	$2498.
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T1950CT	486DX2/40	4MB	200MB	8.4" Active Clr	$1798.
T1960CS	486DX2/50	4MB	320MB	9.5" Dual Scan	$1598.
T1960CT	486DX2/50	4MB	320MB	8.4" Active Clr	$1998.
T2105	486DX2/50	4MB	250MB	9.5" Mono	$1098.
T2105CS	486DX2/50	4MB	330MB	10.4" Dual Scan	$1698.
T2155CDS	486DX4/75	4MB	520MB	10.4" Dual Scan	$2598.
T2155CDT	486DX4/75	8MB	520MB	10.4" Active Clr	$3298.
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T2400CT	486DX2/50	8MB	250MB	8.4" Active Clr	$1798.
T2450CT	486DX4/75	8MB	320MB	9.5" Active Clr	$1998.
T3400CT	486SX/33	4MB	120MB	8.4" Active Clr	$1698.
T3400CT	486SX/33	4MB	250MB	8.4" Active Clr	$1798.
T3600CT	486DX2/50	8MB	250MB	8.4" Active Clr	$2498.
T3600CT	486DX2/50	8MB	500MB	8.4" Active Clr	$2698.
T4800CT	486DX4/75	8MB	500MB	9.5" Active Clr	$2698.
T4850CT	486DX4/75	8MB	500MB	10.4" Active Clr	$3198.
T4850CT	486DX4/75	8MB	810MB	10.4" Active Clr	$3298.
T4900CT	Pentium™/75	8MB	810MB	10.4" Active Clr	$4498.

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400C	486DX4/100	8MB	810MB	10.3" Dual Scan	$2848.
400CT	486DX4/100	8MB	810MB	10.4" Active Clr	$3598.
400CT	Pentium™/75	8MB	340MB	10.4" Active Clr	$2798.
400CT	Pentium™/75	8MB	520MB	10.4" Active Clr	$3148.

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From the beginning, the GreenSpace project has been divided into three phases:

Phase 1 involved concept formation and definition.

Phase 2 was taken up with technological assessment. For example, one conclusion reached during Phase 2 was that the cost of doing broadband networking across large distances was prohibitively high at the present time. Widespread utilization of the technology would require major discounts from today's price structure.

Phase 3 was the time to design, develop, and demonstrate a preliminary testbed using existing networking technologies. The initial implementation could then be used to explore the feasibility of the GreenSpace concept, to provide visibility, and to aid in finding additional supporters and raising additional funds.

GreenSpace went public with a major demonstration linking Tokyo and Seattle in a real-time "virtual reality" teleconference during November 14–17, 1994. The demonstration site in Tokyo was the NICOGRAPH Convention (the Japanese equivalent of SIGGRAPH), and the Seattle site was the Human Interface Technology Lab.

For more information about this project and its implications for your telecommuting needs, contact: Paul T. Danset, Research Engineer, HIT Lab, University of Washington, FJ-15, Seattle, WA 98195. Telephone: (206)616-1476. Fax: (206)543-5380. Email: *pdanset@hitl.washington.edu* . ■

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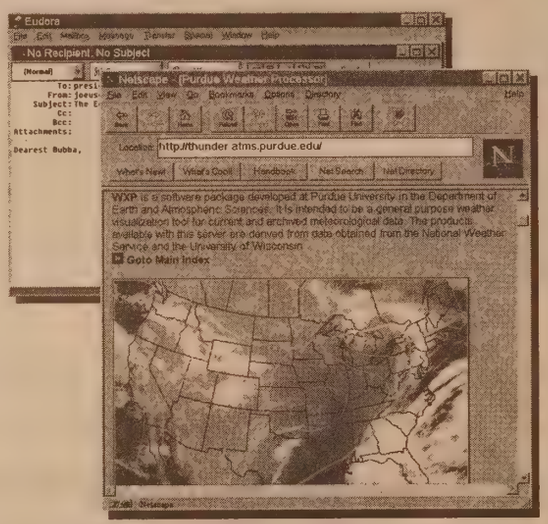

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2

Best w/Internet Ready

Pentium MultiMedia Station
INTEL Triton Chipset
16MB/850MB/4xCD

- P-90/100/120/133 MHz
- 256K Cache
- **16MB** RAM/**850MB** Hard Drive
- Teac 1.44MB Floppy Drive
- PCI IDE FD/HD Controller
- PCI Diamond Stealth W/2 MB
- 15" Digital Control SVGA Monitor N-1(1280x1024, .26dpi)
- 101 Keyboard, 3-Button Mouse
- Medium Tower Case
- 4x CD-ROM
- **Sound Blaster 16** Sound Card
- Surround Sound Speakers (115 Watt PMPO)
- MicroSoft Encarta, MS Works, MS Money
- 14.4 Fax Modem

Pentium 90MHz 4xCD $1949
Pentium 100MHz 4xCD $2019
Pentium 120MHz 4xCD $2199
Pentium 133MHz 4xCD $2339
Option: Windows 95 CD add $89

3

Pentium Triton Chipset
8MB/540MB/15"

- P-75/90/100/120 MHz
- 256K Cache
- **8MB RAM**
- **540MB HD**
- Teac 1.44MB Floppy Drive
- PCI Enhanced FD/HD CTR
- PCI Diamond Stealth W/2 MB
- 15"SVGA Monitor N-1 (1280x1024, .28dpi, Digital Control)
- 101 Keyboard, 3-Button Mouse
- Medium Tower Case

Pentium 75MHz $1279
Pentium 90MHz $1339
Pentium 100MHz $1409
Pentium 120MHz $1589
Option: Windows 95 CD add $89

IMPACT
COMPUTER, INC.

Main Office:
9440 Telstar Ave., #3
El Monte, CA 91733
Tel: (818) 582-8821
Fax: (818) 582-8949
E Mail:
IMPACTCO @ PRIMENET.COM

LOMPOC Office:
713 Coleman Dr.
Lompoc, CA 93435
Tel: (805) 736-5995

NETWORK CONFIGURATION AVAILABLE

4

Pentium MultiMedia Station
INTEL Triton Chipset
8MB/540MB/15"/4xCD

- P-75/90/100/120/133 MHz • 256K Cache
- **8MB** RAM/**540MB** IDE Hard Drive
- Teac 1.44MB Floppy Drive
- PCI IDE Enhanced FD/HD Controller High Speed
- PCI Diamond Stealth W/2 MB
- 15" SVGA Monitor N-1 (1280x1024, .28dpi, Digital Control)
- 101 Keyboard, 3-Button Mouse
- Medium Tower Case
- **Sound Blaster 16** Sound Card
- Surround Sound Speakers (115 Watt PMPO)
- MicroSoft Encarta, MS Works, MS Money, MS CD-Sampler

Pentium 75MHz 4xCD $1509
Pentium 90MHz 4xCD $1589
Pentium100MHz 4xCD $1659
Pentium120MHz 4xCD $1839
Pentium133MHz 4xCD $1979
Option: Windows 95 CD add $89

5

Pentium Station
INTEL Triton Chipset
16MB/850MB/15"/4XCD

- P-75/90/100/120/133 MHz
- 256K Cache
- **16MB** RAM/**850MB** IDE Hard Drive
- Teac 1.44MB Floppy Drive
- PCI IDE Enhanced FD/HD Controller
- PCI Diamond Stealth W/2 MB
- 15" SVGA Monitor N-1 (1280x1024, .28dpi, Digital Control)
- 101 Keyboard, 3-Button Mouse
- Medium Tower Case
- 4X CD-ROM
- **Sound Blaster 16** Sound Card
- Surround Sound Speakers (115 Watt PMPO)
- MicroSoft Encarta, MS Works, MS Money, MS CD-Sampler W/Windows 95 Loaded & Licensed CD

Pentium 90MHz $ 1929
Pentium 100MHz $ 1989
Pentium 120MHz $ 2169
Pentium 133MHz $ 2309

6

Pentium MultiMedia Super Station
Adaptec
SCSI/16MB/1GB/17"/6XCD

- P-90/100 MHZ
- 256K Cache
- **16MB** RAM/**1GB** SCSI Hard Drive
- Teac 1.44MB Floppy Drive
- ADAPTEC 2940 SCSI II Controller
- PCI Diamond Stealth W/2 MB
- 17"Digital Control SVGA Monitor N-1(1280x1024, .26dpi)
- 101 Keyboard, 3-Button Mouse
- Medium Tower Case
- 6XCD-ROM
- **Sound Blaster 16** Sound Card
- Surround Sound Speakers (115 Watt PMPO)
- MicroSoft Encarta, MS Works, MS Money, MS CD-Sampler

Pentium 90MHz $2599
Pentium 100MHz $2659
Pentium 120MHz $2839
Pentium 133MHz $2979
Option: Windows 95 CD add $89

funds after 14 days. 1 year warranty on parts. Monitors and Printers warranteed by the Manufacturer. All systems have a 2 years labor warranty at Impact Computers 15% restocking charge after 14 days and within 30 days of invoice date

THE LEADING EDGE

ProMedia

*8MB 70ns RAM, 256K Cache
*1.44MB Floppy Drive
*730MB 14ms IDE Hard Drive
*Enhanced PCI IDE Controller
*PCI Graphics Accelerator w/1MB
*14" 1024X768 .28 NI Monitor
*2X CD-ROM Drive
*16-bit Stereo Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*14,400 Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard
*Hi-Resolution Mouse
*Mini Tower Case w/230W

486DX2-66	$1099
486DX4-100	$1149
486DX4-120	$1199
Pentium-75	$1299
Pentium-100	$1499

MaxMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*8MB RAM (EDO RAM+$50)
*1.44MB Floppy Drive
*850MB Enhanced IDE Hard Drive
*Enhanced PCI IDE HD Controller
*PCI Graphics Accelerator w/1MB
*15" Digital 1280x1024 .28 Monitor
*4X CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*14,400 Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard
* Hi-Resolution Mouse
*Medium Tower Case w/230W

Pentium-75	$1499
Pentium-90	$1599
Pentium-100	$1699
Pentium-120	$1899
Pentium-133	$2049

FamilyMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*8MB RAM (EDO RAM+$50)
*1.44MB Floppy Drive
*850MB Enhanced IDE Hard Drive
*Enhanced PCI IDE HD Controller
*Diamond Stealth64 Video w/1MB
MPEG, CD-i, Cinepak Playback
*15" Digital 1280x1024 .28 Monitor
*4X CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*Top Gun Movie Title On CD
*14 Bundled CD Titles
*14,400 Voice / Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard, Hi-Res Mouse
*Medium Tower Case w/230W

Pentium-75	$1599
Pentium-90	$1699
Pentium-100	$1799
Pentium-120	$1999
Pentium-133	$2149

PowerMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*16MB RAM (EDO RAM+$90)
*1.44MB Floppy Drive
*1.08GB Mode4 IDE Hard Drive
*Enhanced PCI IDE HD Controller
*Diamond Stealth64 Video w/2MB
MPEG, CD-i, Cinepak Playback
*17" Digital 1280x1024 .27 Monitor
*4X CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*14,400 Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard
*Hi-Res Mouse
*Full Tower Case w/230W

Pentium-75	$2199
Pentium-90	$2299
Pentium-100	$2399
Pentium-120	$2599
Pentium-133	$2749

MegaMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*16MB RAM (EDO RAM+$90)
*1.44MB Floppy Drive
*1.08GB Fast SCSI-2 Hard Drive
*PCI Fast SCSI-2 HD Controller
*Diamond Stealth64 Video w/2MB
MPEG, CD-i, Cinepak Playback
*17" Digital 1280x1024 .27 Monitor
*4X SCSI-2 CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*14,400 Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard, Hi-Res Mouse
*Full Tower Case w/230W

Pentium-75	$2449
Pentium-90	$2549
Pentium-100	$2649
Pentium-120	$2849
Pentium-133	$2999

ThunderMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*16MB RAM (EDO RAM+$90)
*1.44MB Floppy Drive
*WD 1.6GB Mode4 IDE Hard Drive
*Enhanced PCI IDE HD Controller
*Diamond Stealth64 Video w/2MB
MPEG, CD-i, Cinepak Playback
*17" MAG 1280x1024 .26 Monitor
*6X IDE CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*28,800 V.34 Fax Modem
*High Speed Serial / Parallel Port
*Fujitsu Win'95 104 Keyboard
*MicroSoft Mouse V2.0
*Full Tower Case w/230W

Pentium-75	$2649
Pentium-90	$2749
Pentium-100	$2849
Pentium-120	$3049
Pentium-133	$3199

Business Hours: Mon-Fri 10am-7pm Sat 10am-5pm

One Year Parts & Labor Warranty • Three Year Labor Warranty on Complete System
Optional GE 4 Year On-Site Service Warranty • All Prices Reflect 3% Cash Discount

OF COMPUTING

UltraMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*16MB RAM (EDO RAM+$90)
*1.44MB Floppy Drive
*1.08GB Mode4 IDE Hard Drive
*Enhanced PCI IDE HD Controller
*Diamond Stealth64 Video w/1MB MPEG, CD-i, Cinepak Playback
*15" Digital 1280x1024 .28 Monitor
*4X CD-ROM Drive
*Sound Blaster 16 Sound Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*14,400 Fax Modem
*High Speed Serial / Parallel Port
*101 Keyboard, Hi-Res Mouse
*Medium Tower Case w/230W

Pentium-75	**$1849**
Pentium-90	**$1949**
Pentium-100	**$2049**
Pentium-120	**$2199**
Pentium-133	**$2349**

Winstone 95'

SuperMedia

*Intel Triton, Plug & Play BIOS
*256K Cache (Pipeline Burst+$99)
*16MB RAM (EDO RAM+$90)
*1.44MB Floppy Drive
*2.0GB Fast & Wide SCSI HD
*ADAPTEC 2940W SCSI Controller
*Matrox Millennium 2MB WRAM 3-D Graphics, Full Motion MPEG
*17" MAG 1280x1024 .26 Monitor
*6X SCSI-2 CD-ROM Drive
*Sound Blaster AWE32 Card
*120Watts Stereo Speakers
*14 Bundled CD Titles
*28,800 V34 Fax Modem
*High Speed Serial / Parallel Port
*Fujitsu Win'95 104 Keyboard
*MicroSoft Mouse V2.0
*Full Tower Case w/230W

Pentium-75	**$3799**
Pentium-90	**$3899**
Pentium-100	**$3999**
Pentium-120	**$4199**
Pentium-133	**$4349**

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Technology, Inc.

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Tustin, CA 92680
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Fax:(714)258-2627

TRICOM

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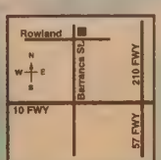
Covina, CA 91723
Tel:(818)859-7622
Fax:(818)859-7625



$379

intel

Endeavor

*256K Pipeline Burst Cache
*On Board Sound Blaster 16
*Enhanced IDE Support
*High Speed I/O

$209

intel

Zappa

*256K Cache
*Enhanced IDE Support
*High Speed I/O
*5 Year Mfg Warranty

$159

intel

Triton

*256K Cache (Pipeline Support)
*Plug & Play, Flash BIOS
*Enhanced IDE Support
*High Speed I/O

$109

486 PCI Motherboard

*256K Cache
*On Board HD/FD Controller
*High Speed I/O

$69

486 VL-Bus Motherboard

*256K Cache
*30 / 72 Pin Memory
*DX2/ DX4, EPA Green

$99

486 VLB w/CPU

*AMD 486DX/2-66 Processor
*256K Cache
*30 / 72 Pin Memory

CPU

Pentium 133	$699
Pentium 120	$559
Pentium 100	$385
Pentium 90	$285
Pentium 75	$189
AMD 486DX4-120	$139
AMD 486DX4-100	$ 99
AMD 486DX2-80	$ 59
AMD 486DX2-66	$ 49

Memory

1 x 32 - 70 (4MB)	$125
2 x 32 - 70 (8MB)	$249
4 x 32 - 70 (16MB)	$479
1 x 32 - 60 EDO (4MB)	$149
2 x 32 - 60 EDO (8MB)	$289

$359/ $269

WESTERN DIGITAL

1.6GB/1.2GB IDE

*10ms Access time
*256K Cache
*3 Year Warranty

Multimedia Kits 2X

*2X CD-ROM Drive
*16-bit Stereo Sound Card
*14 Bundled CD Titles
*60Watts Stereo Speakers

$159

4X

*4X CD-ROM Drive
*Sound Blaster Vibra 16
*14 Bundled CD Titles
*120Watts Stereo Speakers

$259

6X

*6X CD-ROM Drive
*Sound Blaster Vibra 16
*14 Bundled CD Titles
*120Watts Stereo Speakers

$359

$159/ $269

COLORADO MEMORY SYSTEMS INC.

800MB / 1.4GB

*HP-T1000 / DJ-250
*Travan Technology
*QIC-80

$239/ $179

CONNER

1.2GB/850MB IDE

*13ms Access time
*64K Cache
*2 Year Warranty

$189/$239

Adaptec

2940 / 2940W

*SCSI-2 / Wide SCSI-2

$219/$269

Quantum

Fireball 1.08GB IDE / SCSI-2

*11ms Access time
*128K Cache, Mode 4
*5400 RPM

$129

4X CD-ROM

*Sub 250ms Access Time
*600KB / Sec Transfer
*ATAPI interface

$149/ $199

TOSHIBA

4X IDE / SCSI-2

*3502 IDE / 3501 SCSI-2
*600KB / Sec Transfer

$239

6X CD-ROM

*Sub 200ms Access Time
*900KB / Sec Transfer
*ATAPI interface

GE 4 Year On-Site Service

Microsoft Windows 95

intel inside pentium

Business Hours: Mon-Fri 10am-7pm Sat 10am-5pm

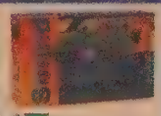
One Year Parts & Labor Warranty • Three Year Labor Warranty on Complete System
Optional GE 4 Year On-Site Service Warranty • All Prices Reflect 3% Cash Discount

DISCOVER VISA

$329

NEC 6X
SCSI-2 CD-ROM
*Sub 200ms Access Time
*900KB / Sec Transfer
*Plug & Play Compliant

$149/
$219



CREATIVE
Sound Blaster 32 / AWE32
*True 16-bit CD Stereo Sound
*Orchestral-Quality WavEffects
*IDE Interface

$69/
$99

CREATIVE
Sound Blaster 16 / 16 SCSI-2
*True 16-bit Stereo Sound
*IDE / SCSI-2 Interface

$269

CREATIVE
Sound Blaster 4X Value CD kit
*Sound Blaster 16 Card
*4X CD-ROM Drive
*Stereo Speakers
*11 Bundled Software

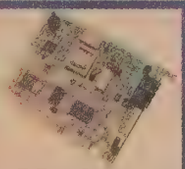
$189

US Robotics
Sportster 28.8 Vi
*28.8K Internal V.34
*Voice / Data / Fax

$49

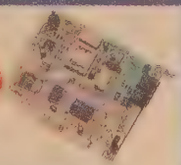
US Robotics
Sportster 14.4 Si
*14.4K Internal V.42
*Rockwell, Data / Fax

$149/
$49



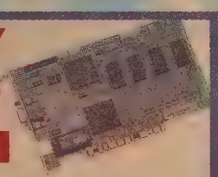
Voice Fax Modem 28.8 / 14.4 Internal
*28.8 V.34, 14.4 V.42
*Rockwell Chips Technology

$109/
$39



Data Fax Modem 28.8 / 14.4 Internal
*28.8 V.34, 14.4 V.42
*Rockwell Chips Technology

$159/
$239



DIAMOND MULTIMEDIA
Stealth64 Video
2MB DRAM/VRAM
*MPEG Playback Video
*1280 x 1024 Resolution

CASES
Thunder Series
Full Tower $89
10 Drive Bays, 230W PS

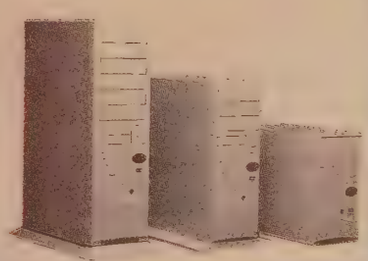
Mid Tower $69
8 Drive Bays, 230W PS

Mini Tower $49
5 Drive Bays, 230W PS

CASES
European Series
Full Tower $69
10 Drive Bays, 230W PS

Mid Tower $55
8 Drive Bays, 230W PS

Mini Tower $35
5 Drive Bays, 230W PS



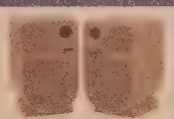
$159/
$239

ATI TECHNOLOGIES INC.
Mach64
2MB DRAM/VRAM
*1280 x 1024 Resolution
*PC Magazine Editor's Choice

$359

Matrox
MGA Millennium
2MB WRAM Video
*3-D Graphics, Full Motion Video
*MPEG & Video Conferencing

$19/
$39



Speakers 60W / 120W
*Magnetically Shielded
*High Efficiency
*Full range Response

$629/$329

MAG INNOVISION
MAG Monitor
DX-17 / DX-15
*17" .26dp / 15" .28dp
*1280 x 1024 Resolution
*Digital Controlled
*3 Year Limited Warranty

$209/$289

Aurora Vision
14" / 15" Monitor
*Non-Interlaced, .28dp
*1024 x 768 Resolution
*15" Digital Controlled

$79

Microsoft
Natural Keyboard
*Natural Wrist Position
*Soft, Tactile Key Action

$25

FUJITSU
Win'95 Keyboard
*104 Key Win'95 Keyboard

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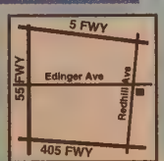

TRICOM

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Tel:(818)859-7622
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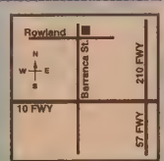


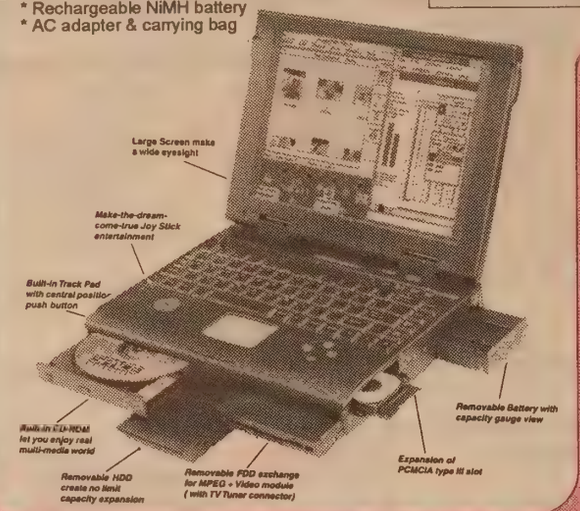
NEW

Multimedia Superbook

Built-in 2X CD-ROM Drive

* Intel Pentium CPU
* 64 bit 256 KB write-back Cache
* RAM upgradable to 32 MB
* Removable 1.44 MB floppy drive
* PCMCIA Type 3 slot
* Removable hard drive (Up to 1.35GB disk space)
* 16-bit sound card, 2 speakers and microphone
* 32-bit PCI graphic accelerator with 2 MB VRAM
* 11.3" 800X600 Dual scan or 10.4" VGA TFT
* Touchpad pointing device
* 16550 high speed serial, EPP/ECP parallel ports
* KB, monitor, docking station & game ports
* Built-in joystick
* Infra-red wireless "IR" Interface
* Rechargeable NiMH battery
* AC adapter & carrying bag

8 MB,540 MB	Dual Scan 11.3" Color	Active TFT 10.4" Color
Pentium-75	$2780	$3120
Pentium-90	$2880	$3220
Pentium-100	$2980	$3320
Pentium-120	$3195	$3530
Pentium-133	$3325	$3665

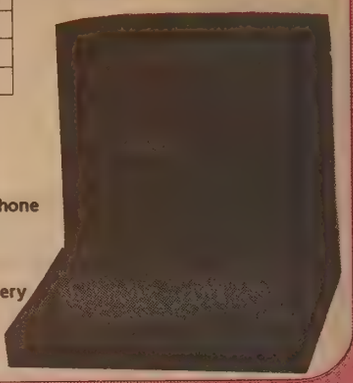

Large Screen make a wide eyesight
Make-the-dream-come-true Joy Stick entertainment
Built-in Track Pad with central positio- push button
Built-in CD-ROM let you enjoy real multi-media world
Removable HDD create no limit capacity expansion
Removable FDD exchange for MPEG + Video module (with TV Tuner connector)
Expansion of PCMCIA type III slot
Removable Battery with capacity gauge view

B·I·T

Pentium Soundbook

8 MB,340 MB	Dual Scan 10.4" Color	Active TFT 10.3" Color
Pentium-75	$2100	$2450
Pentium-90	$2200	$2550
Pentium-100	$2300	$2650

* Intel CPU
* Max.32 MB RAM
* 1.44 MB floppy drive
* PCMCIA Type 4 slot
* Removable hard drive
* 16-bit sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Big 25mm trackball
* NiMH battery
* Removable floppy drive for second battery
* 6.5 lbs. with battery
* Optional Docking station, MPEG module
* AC adapter & carrying bag



ProStar

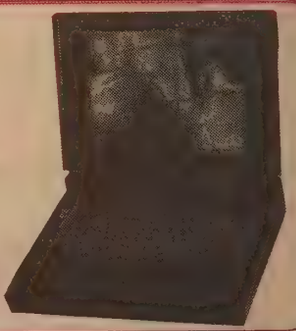
486 Soundbook

4 MB,340 MB	Dual Scan 10.3" Color	Active TFT 10.2" Color
486DX2-66	$1760	$2050
486DX4-100	$1810	$2100

Pentium Soundbook

8 MB,340 MB	Dual Scan 10.3" Color	Active TFT 10.2" Color
Pentium-75	$2150	$2500
Pentium-90	$2250	$2600
Pentium-100	$2350	$2700

* Intel CPU
* 128K cache (486)
* 256K cache (Pentium)
* Max.36 MB RAM
* 1.44 MB floppy drive
* PCMCIA Type 4 slot
* Removable hard drive
* 16-bit sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Big 25mm trackball
* 2 NiMH battery w/hot swap
* 1 16550 serial port (486)
* 2 16550 serial port (Pentium)
* AC adapter & carrying bag



Pentium 4X Multimedia

Pentium-133	$2145
Pentium-120	$2015
Pentium-100	$1800
Pentium-90	$1700
Pentium-75	$1600

- ☑ Intel Triton Chipset
- ☑ 256K cache
- ☑ 8 MB RAM (128MB max.)
- ☑ 1.44 MB floppy drive
- ☑ 850 MB hard drive
- ☑ PCI Enchanced IDE HD controller
- ☑ Diamond Stealth 64 or ATI Mach 64 w/2 MB
- ☑ Proton 15" 1280 X 1024 NI monitor, .28dp
- ☑ Flat screen, Digital control, Low radiation
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Automating Everyday Jobs

HyperCard For The Small Office

Every small office needs some kind of programming tool.

Eventually you will want to automate something you do. You may want to catalog the plant food you sell by mail, or keep a picture-inventory of the houses your real estate office has for sale, or train new employees who drive delivery routes.

When that moment comes, you can hire a programmer—or you can do it yourself. For a truly idiosyncratic project, it usually turns out that you are the only person who knows enough to do the job.

"But I'm Not A Programmer"

If you automate anything, you are programming.

It is often said that this product or that "is for nonprogrammers." Alas, if the program has any power at all, that claim is a lie.

Programming is simply a matter of making choices and setting things up so they are followed automatically. Everyone who has ever written a macro, or set up a database, or even used a personal information manager, is a programmer.

Heaven knows that programming languages can be obscure and difficult. While they are powerful, the learning curve is so steep that it seems impossible to scale it. If you've tried to use tools to automate your work, and found them baffling or frustrating, that may just mean you have not found tools that support you.

The HyperCard Environment

Macintosh users have access to the most supportive programming environment ever devised—HyperCard. It was designed to make many worthwhile tools available with minimal effort; thus, the foothills of the learning curve are already profitable.

But as it has grown over the years, HyperCard has also developed heights. It is now a full-featured multimedia tool that can be connected to all sorts of other programs through AppleScript, and its stacks can be turned into standalone applications for users who do not even own HyperCard.

I must admit a prejudice here—I wrote a *MicroTimes* column about HyperCard for some time. It gave me practice and exposure to the various ways the program is being used. I have also reviewed languages and databases for both Windows and the Mac, and my judgment stands: HyperCard is the most useful all-around programming environment for the nonprofessional user.

Macintosh users have access to the most supportive **programming environment** ever devised—HyperCard. It **was designed to make many** worthwhile tools available with **minimal effort.**

The fundamental idea in HyperCard is the "stack." It is made up of a series of "cards."

Cards are just that, a flat window in the screen in which you can put anything.

Each card has a background and a foreground. If you are designing a database with HyperCard, you can put the field-blanks in the background shared by all the cards. Then the information goes on each card—and voila, a finished database.

HyperCard can be configured as a normal database—flat-file or relational, with or without links to other databases. You can make summaries; you can sort; you can make reports.

If you have a database with seventy-five similar items and one dissimilar item—75 kinds of fruit tree, and one ornamental, say—the ordinary database is stranded. Not so HyperCard. You can set up the one different card with additional features, and still include it in the same stack. It is part of the freedom HyperCard confers—a database with exceptions.

The "hyper" in HyperCard comes from another ability. Like the World Wide Web, HyperCard facilitates jumps from context to context. You can make buttons and hotspots on any card, and script them to make a transition to any other place. If a linear sequence doesn't work for the kind of information you are presenting, you can build any pattern whatsoever into your jumps.

Each stack has its own design, and is a world of its own with a shared background and its own internal connections. You can build inter-stack jumps, letting these worlds communicate. There is even a stack designed to be a Grand Central Station for this complex of uses—the Home Stack, where buttons are customarily put which launch all the other stacks.

HyperCard includes two full programming languages. You can design scripts in HyperCard's native HyperTalk language, or you can use AppleScript to connect HyperCard with the rest of the Macintosh world.

Finally, Apple includes dozens of templates and pre-built tools with HyperCard. There are full

stacks, ready to be used as databases. There are stacks full of buttons—the rolling dice are my favorite—and stacks of customized fields. You can copy and paste these into your own applications, without royalties.

A Tool For The Internal Entrepreneur

Often a person with an idea and drive within a large organization functions like an independent businessperson. There may be no corporate or agency resources to put into their project, and they may be the only person interested in it. Although they are nominally employed, they are in effect a small-business entrepreneur.

The HyperCard environment is ideal for this user. Its smooth learning curve means that a beginning system can be created with almost no training. It allows a prototype to be built quickly, with more and more functions added later as they are needed. It fits well with the scheduling reality of the internal entrepreneur, who may only be able to grab half an hour here and there to work on the project.

Application: A Library Training System

Harriet Talan (*htalan@sfsu.edu*), a librarian at San Francisco State University's excellent J. Paul Leonard Library, thought that libraries needed some computer-assisted training materials for students and others who wanted to learn to use libraries effectively. Since libraries are chronically short-staffed, she felt this might be a helpful solution.

With HyperCard as a multimedia development tool, she began the Computer-based Library Instruction Project (CLIP) to build a set of tutorials in basic library skills. Two of these interactive and fun stacks are available on the Apple Library User Group's Internet site. One teaches how to use Library of Congress Subject Headings in order to search a topic in library catalogs, using the appropriate subject terms. The second tutorial explains how to find a book in libraries arranged according to Dewey Decimal Classification. A tutorial on the Library of Congress Classification System, used primarily in academic libraries, will be released later this year.

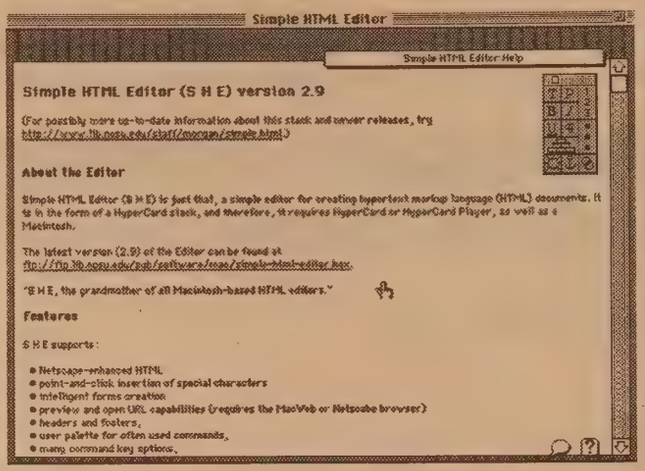
You can see them via the Internet.

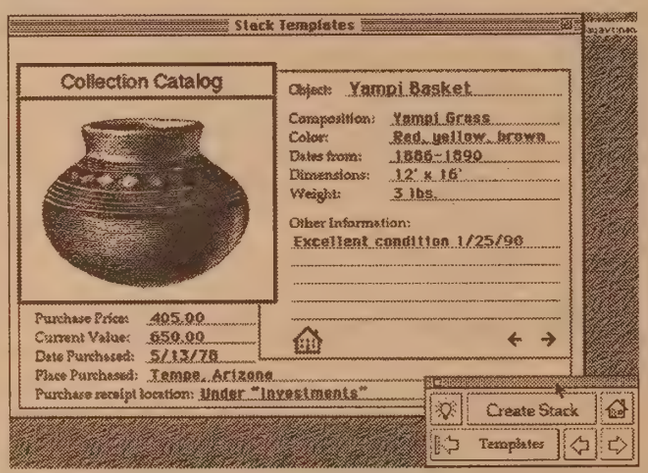
1. FTP: *ftp.apple.com* . Go to the "alug" directory and open the "CLIP" folder.

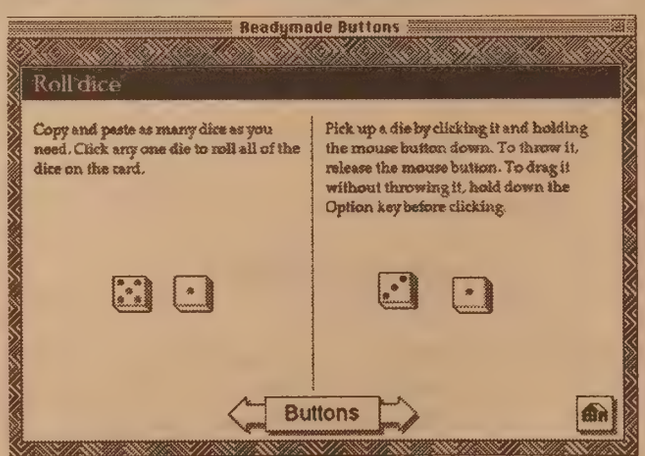
2. World Wide Web: URL is *ftp://ftp.apple.com/alug/CLIP*

3. Gopher: *info.hed.apple.com* . Open folders: Apple Library User Group; Apple Library Template Exchange; HyperCard Stacks; Computer-based Training; SF/.

By the way, you can use San Francisco State's fine open-stack library, and help education, by joining the Friends of the J. Paul Leonard Library for $25 or more. Call (415)338-2408.






Readymade Buttons
Roll dice
Copy and paste as many dice as you need. Click any one die to roll all of the dice on the card.
Pick up a die by clicking it and holding the mouse button down. To throw it, release the mouse button. To drag it without throwing it, hold down the Option key before clicking.
Buttons

Top to bottom: SHE is Simple HTML Editor, a HyperCard stack to help create Web pages. Apple provides a family of database templates that users can employ as-is or modify to their needs. Stacks of ready-made tools are included. The dice not only roll, they drop to the bottom of the card and bounce, with sound effects.

Application: The Game Makers

HyperCard is a multimedia system. It has support for color, of course. It also supports sound, video, animation, and multiple kinds of dissolves. It has all these effects with a robust scripting language underlying it.

It is a natural for game-makers.

The games of HyperCard began simply, with a black-and-white game called The Manhole, popular among HyperCard users some years ago. But as HyperCard has grown in capability, so has the imagination of its developers.

If you know the fabulously popular game Myst, you have seen HyperCard at work. Rand Miller of Cyan, the company that created Myst, says, "Our business is here because of HyperCard; we love it. Myst is mostly HyperCard."

Many HyperCard users make game-like systems to train or educate people. They find that they can put together a training package on a low budget with the program, and that is why they buy it. But as they work with it, it brings out their playfulness. They begin to build in amusing and interesting extras. What began as a straight-laced training system becomes a game, and is all the more effective for being one.

Application: An HTML Editor For Websites

The World Wide Web is fun, but writing in HTML, the "HyperText Markup Language" used to create Web pages, is no fun at all.

One of the 413 HyperCard references which WebCrawler found for me was "SHE," the Simple Hypertext Editor. It allows you to make the text hot, or to set it in various sizes, with menu choices. The result is a usable HTML document.

Like many HyperCard projects, this editor continues to evolve. You can take a look for yourself at *http://www.lib.ncsu.edu/staff/morgan/simple.html* .

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Small Office/Home Office *continued...*

Application: A Client/Server System, Up In Five Days

I took part, with Allan Woods and Stewart Birnam, in a project to make a HyperCard catalog for telephone operators. Each operator's terminal was a Macintosh computer connected to a server by an AppleTalk network.

A number of items were being sold in a fund-raiser. Callers wanted detailed information about them. So far this is not such a complex job—it took us about half an hour to build the background for the database. Information about each product was entered on a separate card. HyperCard functioned as a local database on each terminal.

As people called in, the operators would summon information from a stack of available products using HyperCard's built-in search engine. The search was efficient because HyperCard can search on all fields in each record at high speed.

What was remarkable was that the stacks were self-updating across the AppleTalk network. This was possible because the database resident on each client terminal was an intelligent object. It knew how and when to update itself.

When there were changes in the catalogue, we made them on the server and then put the new stack in the "ready" folder. The stacks on the individual terminals, when they were not in use, would check to see if there was an update available in this folder on the server. If there was an update, each client terminal in turn took itself out of service and fetched the information. As the update was itself a stack, its first acts when it arrived at the terminal were to erase its predecessor and then to go into service as the current database.

RESOURCES:
HyperCard v2.3, $129
Apple Computer, Inc.
to find a dealer call
1-800-538-9696
to buy from Apple (at list price)
call (408)974-5050

Network traffic was minimal. The stack functioned as independent databases unles there was an update. They only went throug the network when there was new information

The three of us who did this project designe and programmed, tested and debugged the sy tem ourselves, with no outside profession help. Only one of us had previously pr grammed in HyperCard's language. We had it u and on the job five days after we thought of it.

We were able to build a system this fa because HyperCard programming is fundamer tally self-documenting, and because so many the needed tools were provided with the progran

Extending HyperCard's Capabilities

HyperCard can use external commands. Thes XCMDs, as they are abbreviated, are written i fast, fully compiled languages such as C Pascal. Each is a complete package, whic HyperCard uses as if it were a built-in comman

XCMDs extend the functionality

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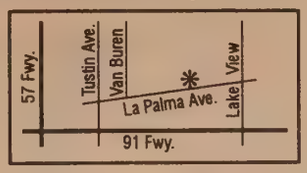

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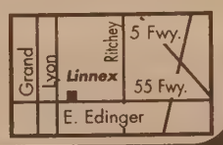

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Small Office/Home Office *continued...*

HyperCard. When we wanted to use HyperCard on a network, we went searching the bulletin boards to find an XCMD that would allow us to recognize the existence or nonexistence of files, a function that HyperCard did not at that time have. We found it and installed it, and a problem in our programming was solved.

A large number of developers and amateurs have created XCMDs for HyperCard, and dropped them into the public domain. One can cruise the Internet and come home with a bagful of free extensions to the basic language.

Apple has also used the extendibility of the language to add features. Apple has bundled ADDMotion, from Motion Works, with v2.3 of HyperCard. It permits the user to design and build animations for HyperCard stacks. The entire application is incorporated into HyperCard as a small set of XCMDs.

Other developers have used HyperCard's ability to incorporate XCMDs "in reverse." Instead of extending HyperCard, they used the HyperTalk-XCMD connection to provide a friendly front end for their own massive application.

Oracle, for instance, developed an SQL engine for the Macintosh. They chose to market it with a small HyperCard stack. The user could modify the interface with HyperCard's facile tool kit, and Oracle did not need to design their own front end.

So, What's The Bad News?

HyperCard is not very fast, when you compare it with a dedicated database product. If you have a huge data file, you probably want a standalone product. Many people have used HyperCard to prototype systems, and then moved them to compiled languages.

"Is that it?" you may be thinking. "No other problems?"

Well, many of the early problems are gone. HyperCard screens used to be limited in size, but no longer. HyperCard at one time did not support color, but now it does. Once every user of HyperCard stacks had to have a copy of the program to run them. Now you can build a standalone version of any HyperCard application, and distribute it royalty-free.

"Ah, but the price?"

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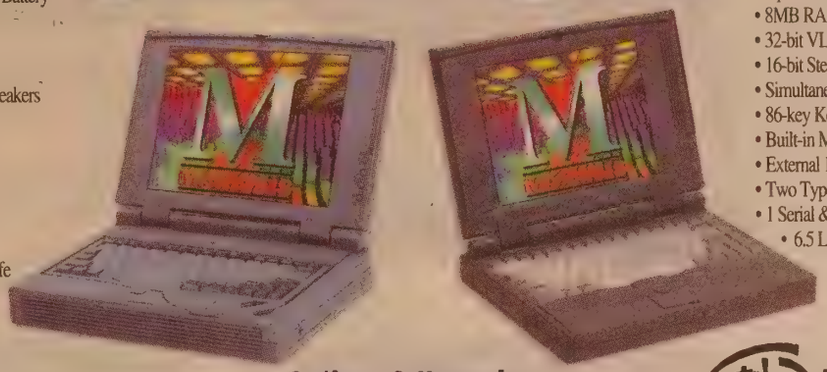

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BY MARK BORSUK

Commercial Real Estate

Roadkill On The Info Highway?

Cyberspace strikes at the heart of commercial real estate by radically diminishing the value of location. The integration of computer hardware, software, and telecommunications represents a negative miracle for office building and shopping center owners.

Information technology is driving a fundamental change in the American economy: the shift from an industrial- to a knowledge-based economy. Commercial real estate was a factor of production in the Industrial Age. However, it is unusually vulnerable in the Information Age when less space is necessary to create greater wealth. This leads to declining demand, lowering property values.

The central question is: Will there be a prolonged period of excess space, leading to lower rents and values? Current trends portend a growing surplus of commercial space. (See James Young, "The Information Age and the Potential Effects on the Commercial Real Estate Market," Vol. 54, No. 3, *SIOR Journal* [Summer 1995]; William J. Mitchell, City of Bits [*http://www-mitpress. mit.edu/City_of_Bits/*].)

To survive, commercial real estate needs to adapt existing structures to the exigency of the Information Age. Revising the federal tax law promotes this goal. However, tax code revision will not alleviate the losses for property investors and lenders.

Information technology is also a weapon in the takeover arsenal. Corporate raiders called cybersurgeons will use technology to radically reduce real estate costs by dumping space, substituting software for staff, and actively moving employees out of the office by telework. Commercial landlords and lenders are rapidly losing their immunity from the machinations of takeover.

Technology changes the valuation assumptions underlying commercial property. Thus, savvy commercial landlords, tenants, and lenders recognize the need to develop strategies to shield their investments. They also must change their expectations about risk, return, and asset longevity when searching for investments in the Information Age. The game is quickly changing.

This is the critical question: *Can location, catalog, and online sales all prosper, or will online shopping cannibalize store sales?*

Why Information Technology Reduces Demand For Commercial Real Estate

Much of the space required for office work is becoming unnecessary through the substitution of software to increase employee productivity, and by moving tasks out of the office electronically. A number of terms describe the phenomenon: the Virtual Corporation; Telework; and Distributed Work. They all result in fewer people doing more work in less space.

However, only recently have the possibilities of telework been attainable. Personal computers, lightweight portables, modems, the Internet, and GUI-based software have combined the necessary tools; closely integrated with the evolution of the tools is corporate America's acceptance of telework as a strategy to boost productivity, cut costs, and improve employee morale.

Over the last few years, a team of MIT and Cornell researchers has developed techniques to restructure the nature of work within corporations. One critical component to improving corporate performance is substituting technology for space, thereby lowering real estate costs. (See Franklin Becker and Michael Joroff, *Reinventing the Workplace*, The Industrial Development Research Foundation [Norcross, GA: 1995]). The Smart Valley Project (*http://smartone.svi.org/index.html*) in the Silicon Valley is one example of corporate America embracing the benefits of technology to improve employee productivity and reduce space costs.

Generally, the government—federal, state, and local agencies—does not compete in the commercial real estate market. This may change. As the private sector continues to restructure, reduce staff, and increase efficiency while improving quality and service, a corresponding pressure is being put on the public sector. This movement will force government to take similar measures—reducing staff significantly, eliminating unnecessary functions, and operating on a smaller budget.

All this will create excess government space; the government will then have a need to offer space to the private market. The government has an incentive to offer space to the market as a source of revenue, at the same time informa-

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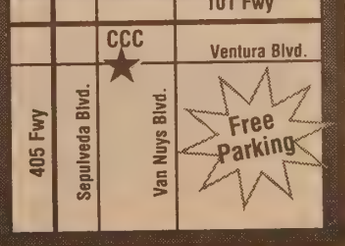

tion technology is making a greater quantity of private office space redundant.

The Growth Of Cybercommerce

Property owners, developers, and tenants believe it is axiomatic that successful retail stores depend on location. This is true: Well-located shops generate higher sales and more profit, and can pay increased rent.

By uncoupling activity from place, online commerce gives retailers the flexibility to provide greater service to their customers with fewer locations. Unfortunately, malls and shopping centers are providers of locations for retailers. This creates a growing mismatch between space and the value of space.

The rate of retail and service space obsolescence is dependent on consumer acceptance of online shopping. In turn, consumer acceptance requires a wide variety of merchants providing goods and services at competitive prices. To break the habit of going shopping, there must be an incentive to go online.

Furthermore, the size of the online consumer base will spur cyber-commerce. In 1995, the estimate for online consumers is 15.7 million worldwide. In 1996, they will grow to 20.2 million, a 29% increase. As AT&T and the telcos enter the online service market, the annual growth rate could approach 50%. This would yield a potential online consumer base of 68 million in 1999, including students and employees using their computers at work. Even a market half the size is remarkable. Other estimates of cybercommerce place annual consumer sales at $200 billion in the year 2000, plus an additional $50 billion in business-to-business sales. This is an El Dorado too rich to ignore.

Even rapid growth in cybercommerce does not harm store sales unless they migrate to cyberspace. This is the critical question: Can location, catalog, and online sales all prosper, or will online shopping cannibalize store sales?

Internet shopping is in the early stages of development. Two prototypes provide an indication of things to come. See the Shoppers Advantage (*http://www.cuc.com/*) and the Internet Shopping Network (*http://shop.internet.net*). See also Yahoo for other retailers, shopping centers, and malls (*http://www.yahoo.com/Business_and_Economy/Electronic_Commerce/*).

A necessary prerequisite for full-blown Internet shopping is a secure payment system. This feature will make online shopping as convenient and safe as purchasing from a catalog or store. Electronic comparison shopping by software agents is soon to be a feature of electronic commerce. Although controversial and not particularly welcome to some vendors, it makes sense in the new retailing environment—it's nothing more than an updated version of what the *Yellow Pages* ads told consumers to do: Let your fingers do the walking.

Online shopping also has a deleterious impact on local government by reducing sales

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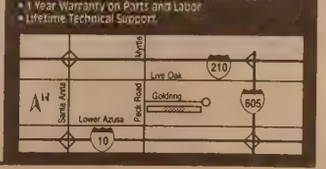

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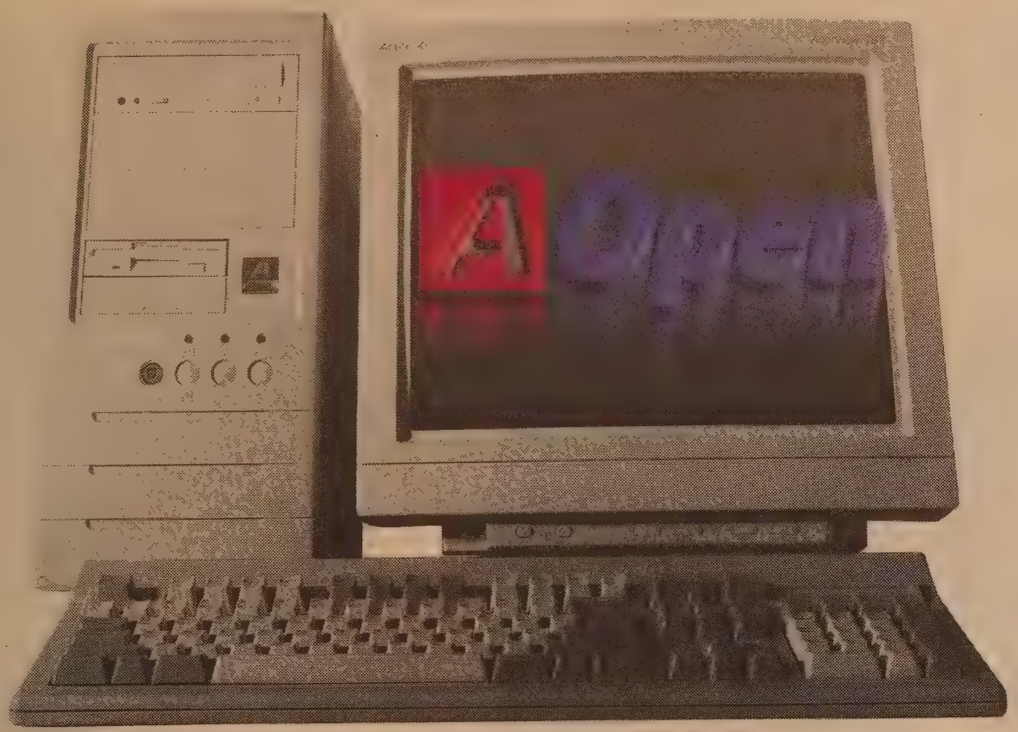

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Commercial Real Estate *continued...*

tax revenues. The more successful online shopping becomes, the more acute the problem. (See Nathan Newman, "Prop 13 Meets the Internet: How State and Local Government Finances Are Becoming Road Kill on the Information Superhighway," Center for Community Economic Research, UC Berkeley [*http://garnet.berkeley.edu:3333/budget/tax-internet.html*].)

Electronic commerce undermines the value of location. It is too early to tell whether retail space providers will see their income merely decline, or face chronically higher vacancy rates.

Bank branches and travel agents are examples of service providers moving online. Branch banking will undergo a wholesale transformation as customers shift to online banking. A study by Deloitte & Touche estimates half of the existing bank branches will be gone within a decade along with up to 450,000 jobs over the next five years. What will happen to all this surplus space? Travel agents also need to move online to pursue their customers, already used to making their own travel arrangements. Over time this will translate into less demand for space.

Planning For Change

We are in transition to a fundamentally new economic system based upon knowledge and information technology. Capitalism relied on land, labor, and capital to develop in the Industrial Age. Land (real estate) plays a diminishing role in the Information Age.

How will the present economy digest the projected surplus of office and retail space? Will there be significant losses for property owners and lenders? How will society deal with the inverse relationship between growing cybercommerce and declining sales tax revenues? How will society deal with the erosion of the real property tax base caused by falling property values?

Changing The Tax Law

Economically converting existing structures into productive use is thus necessary. One detriment to conversion is the federal tax system. As Alvin Toffler observed (*MicroTimes*, June 26, 1995), the federal tax law is indeed an impediment to the transformation of commercial real estate in the Information Age. (See Mark Borsuk, "Real Estate Tax Policy for the Information Age," *Real Estate Review* [Winter 1995]. Draft of article at *http://www.telecommute.org./borsuk.html* .)

Tax policy remains a remnant of the Industrial Age. The code favors continuity and stability while the Information Age thrives on discontinuity and change. For property developers, investors, and lenders the present tax system will not provide the incentives necessary to adapt the growing amount of redundant space to the new realities. Therefore, revision of the code is necessary.

The tax law influences economic behavior at all stages of the real estate cycle: development,

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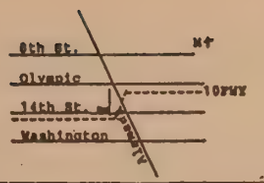

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Commercial Real Estate *continued...*

ownership, and disposition. Each stage requires reform. For example:

•**Development.** Offer tax credits for rehabilitating contemporary structures. Make the cost of demolition deductible. Allow renovation period deductions.

•**Ownership.** Realign depreciation with reality. Allow passive activity losses and credits generated from existing property to offset ordinary income when taxpayers readapt commercial properties.

•**Disposition.** Significantly increase the period to complete a deferred exchange. Defer tax on the discharge of indebtedness. Make capital gains promote change. Sanction an exit strategy when information technology causes extraordinary obsolescence to property.

Passage of a flat tax based on gross revenues without deductions does not bode well for existing commercial real estate investors and lenders. The likely consequence without non-cash expenses like depreciation and tax credits would be to reduce property values to where they approximated comparable investments, e.g., bonds.

We should not consider tax policy a neutral factor for commercial real estate. Rather, it reflects a societal consensus on the relative return from the asset. The present tax code does not provide the incentives for property conversion in the Information Age.

Electronic comparison shopping by software agents is soon to be a feature of electronic commerce. Although controversial and not particularly welcome to some vendors, it makes sense in the new retailing environment.

Cybersurgeons

The implication of all this is not lost on corporate raiders; they will meld the techniques of information technology into their acquisition valuation models. Shortly, they will transmogrify into cybersurgeons.

Cybersurgeons will look for corporations with large amounts of redundant space, companies amenable to substituting software for staff and able to impose telework on the remaining workforce to reduce costs and rent. Once they've acquired it, they may put the company into bankruptcy to reject the leases, thereby saving substantial amounts of overhead. Cybersurgery will force landlords and lenders to become unwilling participants in corporate takeover machinations.

Minimizing Risk

Landlords and lenders need to consider new

continued on page 222

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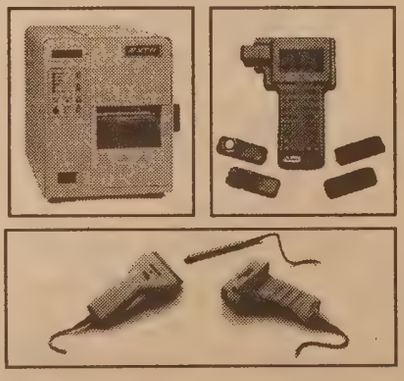

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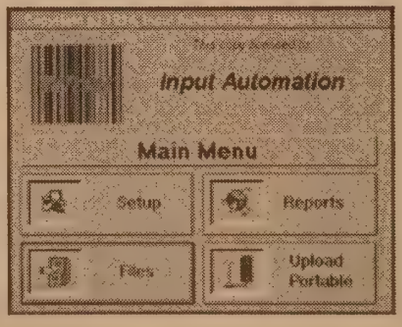

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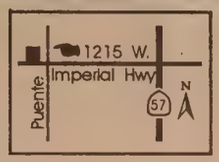

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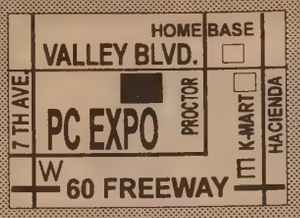

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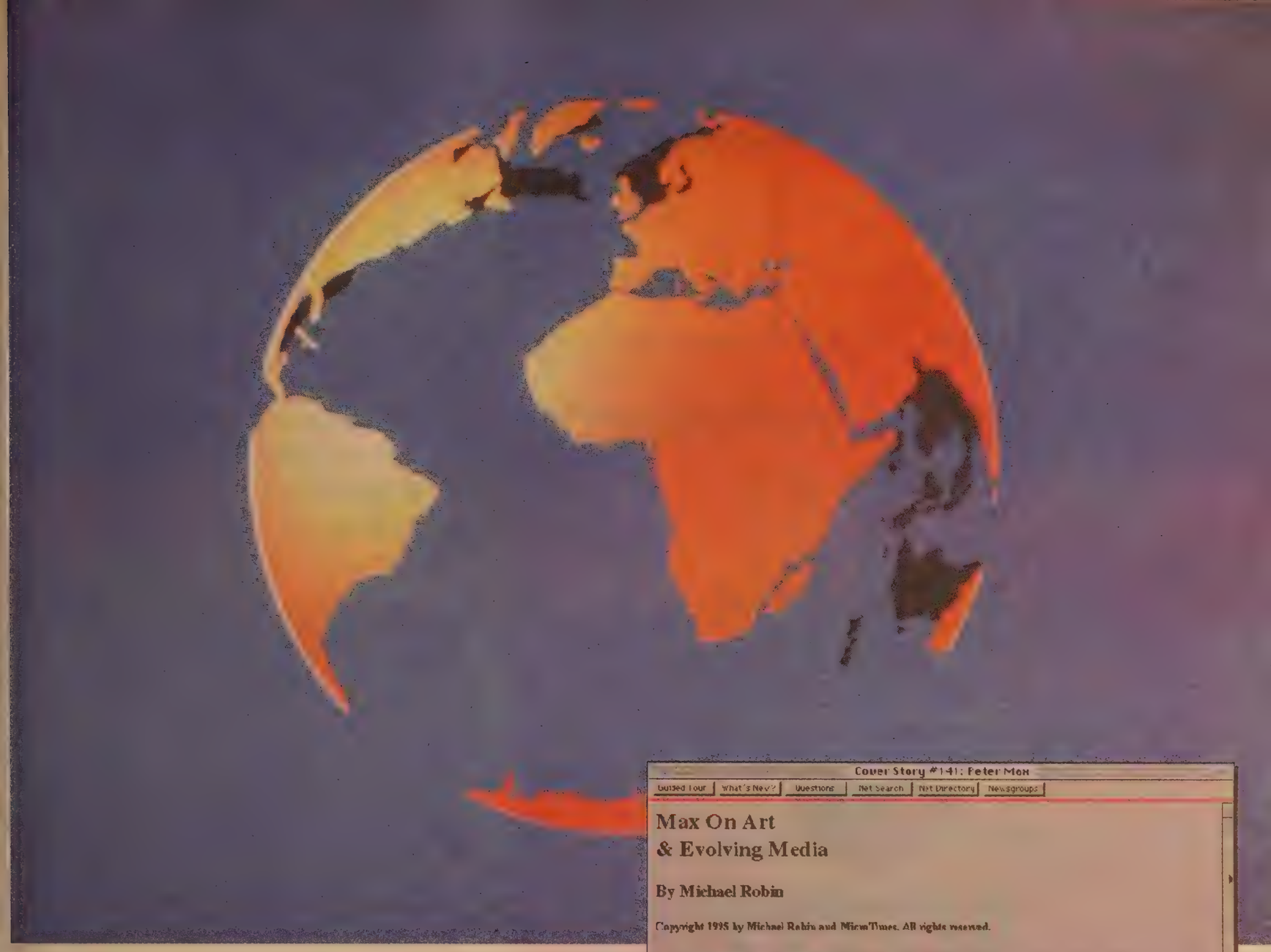

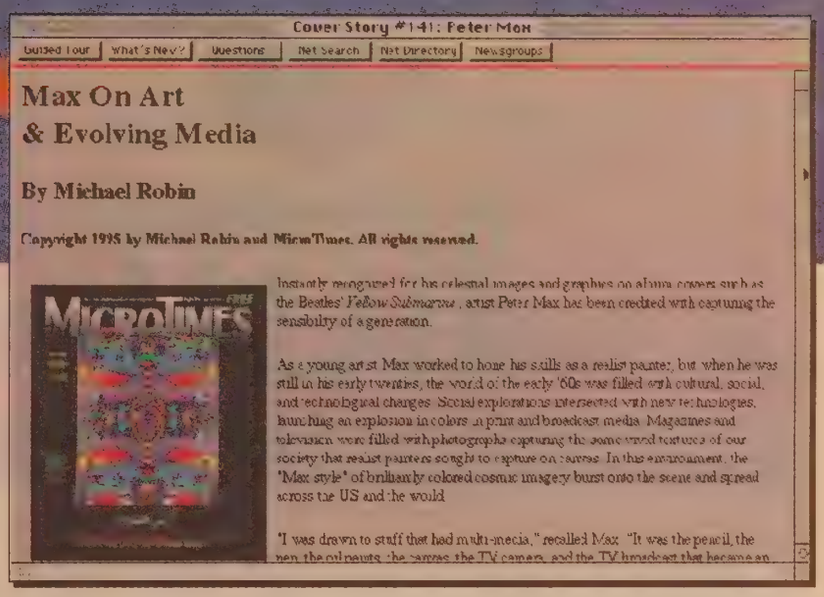
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Instantly recognized for his celestial images and graphics on album covers such as the Beatles' Yellow Submarine, artist Peter Max has been credited with capturing the sensibility of a generation.
As a young artist Max worked to hone his skills as a realist painter, but when he was still in his early twenties, the world of the early '60s was filled with cultural, social, and technological changes. Social explorations intersected with new technologies, launching an explosion in colors in print and broadcast media. Magazines and television were filled with photographs capturing the somewhat textures of our society that realist painters sought to capture on canvas. In this environment, the 'Max style' of brilliantly colored cosmic imagery burst onto the scene and spread across the US and the world.
'I was drawn to stuff that had multi-media," recalled Max. "It was the pencil, the pen, the oil paints, the canvas, the TV camera, and the TV broadcast that became an

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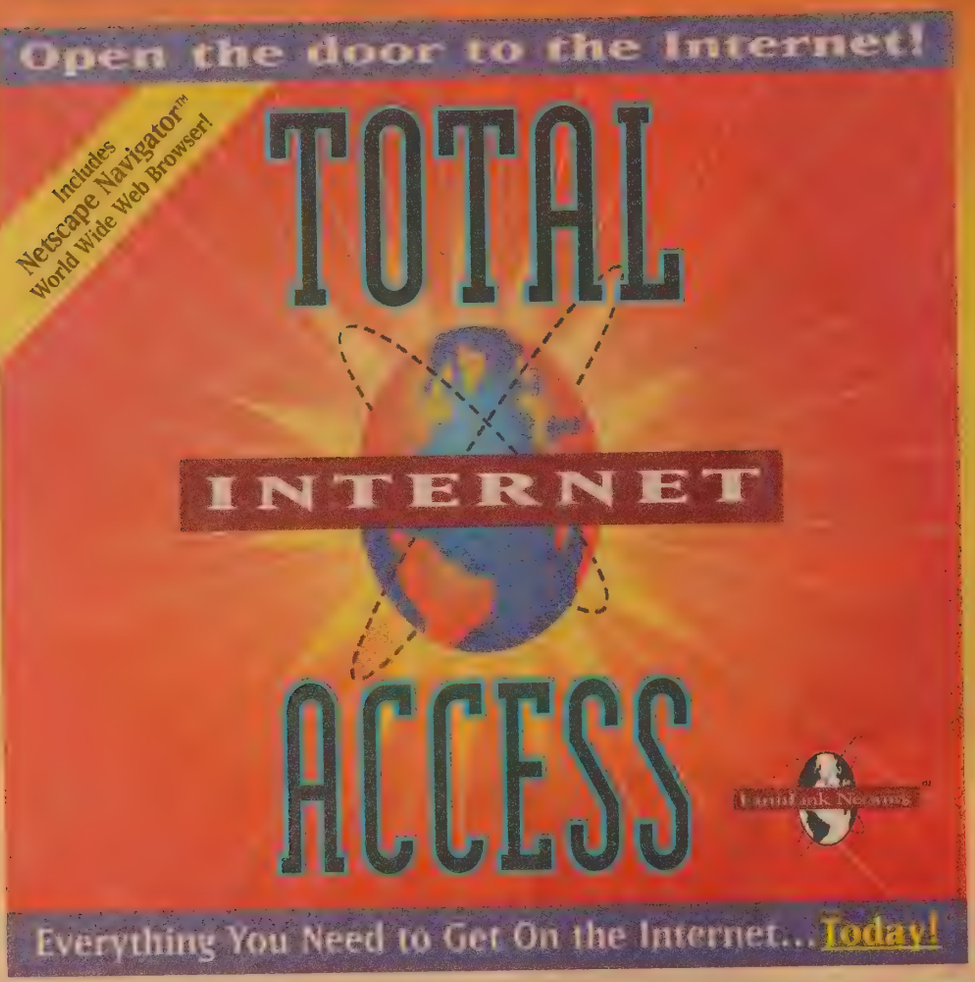

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INTERNET • BY JOHN S. QUARTERMAN AND SMOOT CARL-MITCHELL

Virtual Domain Names

Hanging Out Your Shingle On The Internet

As we wrote

last year, domain names have become the DBAs (doing business as) of the Internet.

When you open a store on a busy street, you pick a business name, such as Sam's Store, to hang on a sign, list in the telephone book, and print on business cards and letterhead paper. This is the name you use for doing business as (DBA). On the Internet you can have another DBA, which is a domain name.

Doing business on the Internet without having a domain name is like opening a store on a busy street and failing to put up a sign. So registering a domain name is an important part of setting up shop on the Internet. Fortunately, you do not need to run your own servers to use your own domain name effectively. In a sense your domain name can easily be a "virtual" domain. By this we mean the domain name need not be associated with a machine that you own or operate.

Remember that a domain name can be an identifier for an organization, not just a host computer on the Internet. Many people still get confused and think a domain name identifies a specific machine on the Internet. While this is one of the primary uses for domain names, it is not their only use.

Also, it turns out that not having a domain name associated with a specific host can be useful. With a little technical wizardry, a domain name can look like something in addition to what it is. This can be a big advantage, especially for a small business without the expertise or the money to set up its own Internet connectivity, because such a business can appear to have an Internet server without actually having one.

Most new Internet users register a domain name through an Internet service provider (ISP). This is usually the simplest and most cost-effective way to register, especially if you are not up on the nuances of registering your own domain. Some ISPs also let you virtualize your domain. We will show you how domain names can be used in virtual email addresses and how they are used to set up virtual Web presences.

Domain Names In Email

Domain names are used in electronic mail addresses. For example the email address

smoot@tic.com

identifies a mail address in the *tic.com* domain. The mail system used on the Internet knows to send mail bound for this address to a specific server called *akasha.tic.com* .

More interestingly, the mail address

jsq@mids.org

which identifies a user with a mailbox in the *mids.org* domain, actually gets sent to *akasha.tic.com* for processing. The mail system on akasha is clever enough to sort out mail bound for mailboxes in both the *tic.com* domain as well as the *mids.org* domain. This bit of address indirection is handled automatically by the Internet mail system and some specific modifications to akasha's mail system. (We modified akasha's sendmail.cf, for those who know about sendmail).

So for mail addresses, it is possible to have your own unique domain name and receive mail sent to that domain name, even though you may only have a dialup account on an ISP. Personally, we think an address like *sam@samsstore.com* is much more meaningful than *sam@zilker.com* .

Some Internet providers will register a domain name for you when you set up an account on their server. Others will not. Check around for those that do, and that allow mail to be received using your domain name as part of the address. It is a valuable service.

An extension to getting your own mailing address set up under your own domain is to have a whole set of mail addresses under your own domain. Most ISPs have addresses like *info@zilker.net*; why shouldn't your business have those, too? For example an address like *info@samsstore.com* would be a useful address for an automatic mail responder with general information about your products. Or *help@samsstore.com* for more personalized help. Or *catalog@samsstore.com* for a product catalog.

With your own domain and a set of mailing addresses under a unique domain name, you can quickly establish a presence on the Internet

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without having to operate your own machine. Having multiple mail addresses under the same domain name is a bit harder to implement. Many ISPs do not offer this service. Some do. Again, check around for those that do. It is another valuable service.

Virtual Domains On The Web

Another use for a domain name is as the address of a virtual host for serving up Web documents. The protocol used on the Web, HTTP (Hypertext Transmission Protocol), requires a domain name as part of its addressing.

Having a Web home page address of *http://www.samsstore.com* is a lot more visible to your potential customers than an address like *http://www.zilker.com/hardware/samsstore* . The latter form looks like samsstore is a part of some larger conglomerate, or more likely is served up on a large shared Web server. With a little technical trickery, the home page *http://www.samsstore.com* can be served up on a machine which is run by an ISP or Web presence provider. To anyone accessing the Web page, it looks like samsstore is running its own server. Only by looking carefully under the covers can you tell any differently.

Cost-Effective

A good thing about virtual hosts is they cost virtually nothing compared to running a real host. The going rate for virtual hosting is around $100–$125 per month. A real host with T-1 connectivity to the Internet can cost upwards of $3000 per month just for the connectivity. And beyond that you would have to hire staff just to maintain it. Quickly you get into upwards of $15,000 for setup and $5000 a month to run it. So a virtual host is a bargain.

With your own domain and a set of mailing addresses under a unique domain name, you can quickly establish a presence on the Internet without having to operate your own machine.

It can also be a good way to start out. You can eventually move your Web site in-house when the demand requires it without changing your Web address. Not all ISPs do offer virtual hosting. Check around for those that do. It is another valuable service.

Even more valuable is a combination of the above presence services as a package deal. A good and effective way to get a presence on the Internet is with a combination of a virtually homed Web page and a set of email addresses under your own domain. Check around for ISPs which offer this full range of services. They are well worth it if you are really serious about doing business on the Internet. ■

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BY ROBERT MOSKOWITZ

Creating A Home Page

What To Do With Web Page Authoring Software

Putting up a home page is very much like publishing a newspaper or a magazine. And not surprisingly, many of the same rules and guidelines ought to apply. In these early days of Web publishing, it's refreshing to feel that the little guy can have a home page every bit as nice as the one from Hewlett-Packard or Microsoft.

According to many professional home page designers, for example, before you ever type a single line of home page information it's important to decide exactly why your home page should even exist. Once you determine what you want it to accomplish for you, to whom it should appeal, and what information it should deliver, you can begin to consider how to put it together.

Most Web users seem to prefer pages that are relatively simple, if only because they are much faster to download and view than home pages containing huge graphics files that take minutes—or even tens of minutes—to transfer over the net.

In addition, your home page will be more understandable and thus better utilized if you organize it in some consistent fashion. For example, many popular home pages contain a title and brief introductory sentence or paragraph, followed by a quasi-menu of choices, each of which links to relevant information. Readers scroll through the home page, click on items they wish to investigate, and are instantly transported to other files or other network sites that will be of interest.

Because life is constantly evolving, and the Internet is constantly evolving, it's considered "bad form" to leave a Web page unchanged for too long. At least three or four times a year you should update the page with new or clearer menu options, and also check to make sure all the links you've placed on your page are still operative.

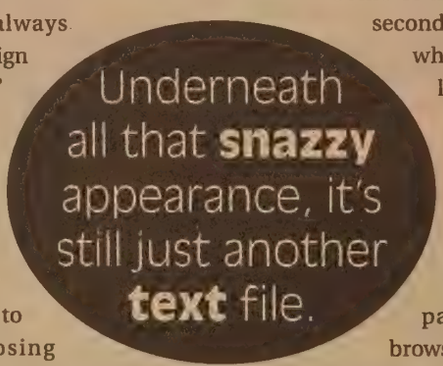
Creating A Home Page Of Your Own

To begin, it's important to understand that a home page only looks great. Underneath all that snazzy appearance, it's still just another text file.

The appearance of this file looks different on the Web, however, because it is being interpreted and displayed by means of special "browser" software that responds to standardized formatting codes, called HTML (HyperText Markup Language) codes, that you have placed in your text file.

Basically, these HTML codes are simply text phrases, often called "markers" or "tags," that your browser knows how to interpret. HTML specifications are already up to Level 3, but most browsers still interpret only HTML Level 2. They simply ignore the markers or tags they don't understand.

These markers or tags always begin with a "greater-than" sign and end with a "less-than" sign, like this: <TITLE> and </TITLE>.



Almost every tag or marker actually consists of two tags or markers: one to indicate its beginning or opening point, and another to indicate its ending or closing point. The two tags are identical, except that the second tag in the series begins with a "/" character.

Some of these markers tell the software how to format the enclosed text. But others tell the software about another file, or even another site on the Internet to which it should connect. Text you place in between the markers will be formatted and displayed, and/or used to specify a location.

Inserting location specifiers in your home page file allows those who browse it to jump quickly from computer to computer, even country to country, without actually knowing what their computer is doing.

Thus, a sample line of HTML code might look something like this:

<TITLE>Title Of Your Home Page</TITLE>

The tag <TITLE> indicates the name of your Web page, and does not show up when the browser displays the page.

If you don't want to use <TITLE>, you can use other tags, such as <U>, <STRONG>, or <EM>. These give browsers specific commands about how to display the text enclosed between them. Just remember to follow the text for each of these tags with the same tag, using the "/" as a prefix.

Some of the tags that don't require a second, "closing" tag include: <LI>, which indicates an item in a list; <P>, which indicates the start of a new paragraph; <IMG>, which indicates the name of an image file to be loaded and displayed by the browser at that point on the home page; <DT>, which tells the browser to indent that line of text; and <BR>, which tells the browser to display an extra blank line.

One good way to create a home page file is to start with a file containing all the text you want

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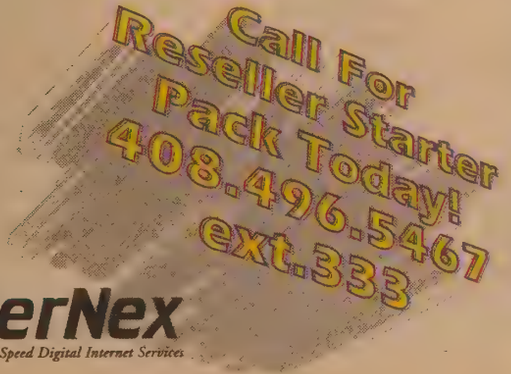

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DELTA INTERNET SERVICES

Creating A Home Page *continued...*

to display. You can enter this text in any convenient word processor, or you can use one of the many HTML authoring programs now available, if you prefer.

Once you get the text polished and organized just the way you want it, without any formatting, of course, you can begin to add the HTML tags you need to make your new home page display the way you want.

One set of tags, <HTML> and </HTML>, can be used to enclose your entire text file. They tell the browser this file is to be interpreted as an HTML document. But since the browser does that anyway, the tags are not really necessary.

Another set of tags to add to your original text file are <HEAD> and </HEAD>, which simply set off the "title" and other introductory material of your file, and <BODY> and </BODY>, which enclose the bulk of your file. The arrangement looks something like this:

<HTML>
<HEAD>
<TITLE>This Is My Home Page</TITLE>
</HEAD>
<BODY>
I'm glad you clicked onto my home page. Where would you like to go next?
</BODY>
</HTML>

But of course, your home page will probably have considerably more text than this example.

To make the design come alive, you'll want to experiment with different combinations of various HTML commands, such as:

- Headings
- Text formatting tags
- Images
- Lists
- Links

Let's look at each one in turn.

Headings

Headings in HTML documents are just like headings in books and magazines. They set off separate parts of a document, and let the reader scan more quickly to find something of interest.

In HTML, you've got six levels of headings, numbered from H1, the largest, through H6, the smallest.

On some browsers, the <H1> tag produces letters so big that they actually disrupt the design. That's why many HTML coders prefer not to use this tag at all.

On some browsers, text formatted with the <H4> and <H5> tags don't appear very different from ordinary text, and text set off by means of the <H6> tag actually turns out smaller than normal!

Text

Text formatting tags are much like the style tags used in desktop publishing and some word processing applications.

Basically, there are two kinds of formatting tags: logical tags and physical tags.

Two logical styles are <STRONG> and <EM>.

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Creating A Home Page *continued...*

<STRONG> makes text appear bold on Mosaic, Netscape, and most other browsers. <EM> makes text appear to be in italics.

Physical tags provide another way to tell browsers how to interpret the marked text. <B> marks text as bold. <I> marks text as italic. <U> marks text as—you guessed it—underlined.

Always be sure to include the closing tag with any of these formatting styles. If you don't, it will continue to be displayed until the browser does encounter a closing tag somewhere in your home page text file.

If you're not sure how your page will look with various header tags and text tags in place, you can check out the appearance of your file by viewing it with your own browser. If you collect several different browsers, you can study any differences that show up on your home page when viewed through one browser or another, and make your decision about what styles to use in your home page to get the appearance you want for an imaginary "average" browser.

Before you ever **type** a single line of home page information it's important to decide **exactly** why your home page should even **exist.**

Images

Images offer a very graphical way to add interest and excitement to your home page.

The <IMG> tag is different from most other HTML tags because the tag itself contains more specific information pointing to where the browser can find the graphic data it is required to display.

For example, a sample <IMG> tag might look something like this:

<IMG SRC="my_home_page_graphic.gif">

It's important to enclose your image filename with quotation marks.

If you're afraid your image won't be displayed for everyone working with every conceivable type of browser, you can use a variation of the <IMG> tag called <IMG ALT>. With this tag, you give the usual reference to the graphic file you want displayed. But you also include a line of text that serves as a description of the image for readers whose browsers won't display the file you've provided.

Under the rules of HTML, you can add graphics of any size in your home page. However, since many people are still receiving Web information at relatively low speeds, it's better not to include any more graphic data than you really need.

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Creating A Home Page *continued...*

HTML browsers generally support GIF, JPEG/JPG, and XBM graphics formats. But only GIF images are anything close to universally accessible.

Lists

Lists are a good way to create visual interest when naming more than three items in a row. HTML currently offers you three different kinds of lists: ordered lists, unnumbered lists, and definition lists.

Ordered lists use the tag <OL>, and automatically insert numbering for each item on the list. The codes look like this:

Here's The List Title
<OL>
<LI>Here's Item 1
<LI>Here's Item 2
<LI>Here's Item 3
</OL>

If you put in a <UL> tag instead of an <OL> tag, browsers will display the items as bullets instead of as numbered items.

The <DL> tag tells browsers to indent the text, without bullets or numbers. You can also use this tag to indent a paragraph of text that's a quote or that should otherwise stand out from the rest of the material on your home page. Between the opening and closing <DL> tags, you can use <DD> to indicate normal text and <DT> tags to indicate text that should be indented.

Headings in **HTML** documents are just like headings in books and **magazines.** They set off separate parts of a document, and let the reader **scan** more quickly to find something of **interest.**

Links

Links are the biggest advantage of HTML. They allow you to connect readers of your home page to other sites on the Internet. They serve other important purposes, as well.

For example, by providing links to other HTML documents on the same computer as your home page, you can effectively increase the size of your home page without forcing every reader to download a megabyte or more of information every time they connect to your site.

The tag that links to another HTML document is called an "anchor": <A> </A>. It's very important to close out every anchor tag. If you don't, everything that occurs on your home page after the opening <A> tag will become a "clickable" item that will lead—along with everything else on your home page—to the one Internet resource you've most recently specified.

Assuming you've done it correctly, here's

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Creating A Home Page *continued...*

what an anchor tag on your home page might look like:

<A HREF="My_other_page.html">My Other Page</A>

This would make the text: "My Other Page" into a reference that, when clicked on with the mouse, would connect the reader to the file "My_other_page.html".

In addition to text, images can also be made into references to other Internet resources. For example, if you want to establish a picture of your cat as the button that takes a reader to your other HTML page, you might set things up like this:

<A HREF="My_other_page.html"><IMG SRC="My_cat.gif"></A>

This tells the browser to display the "My_cat" image, and to treat it as a clickable item that, whenever a reader clicks on it with the mouse, triggers an immediate connection to the file "My_other_page.html".

Notice that none of these references contains Internet address information. By default, the browser looks around within the current Internet address space for other resources to which it is told to link.

But if the link contains Internet address details, the browser is capable of connecting there, too. This means your link can take people anywhere on the Internet. Just edit your anchor link to look something like this:

<A HREF="http://my.friends.computer.com">My Friend's Home Page</A>

Now the words "My Friend's Home Page" will be displayed as a clickable item, and when clicked, will tell the browser to connect to the home page of the Web computer whose Internet name is "my.friends.computer.com".

Obviously, there's a great deal more to HTML coding than just this short description. But this is all you need to get started, and to make a viable home page you can show to your friends or business acquaintances with pride.

As you need more capability, you can begin to work with any of several very good HTML editors now available. They can automatically convert a text document to an HTML one, and can also facilitate the placement of codes within a document. All this makes it easier to develop prettier and more sophisticated home pages without really knowing too much about how to code in HTML. ■

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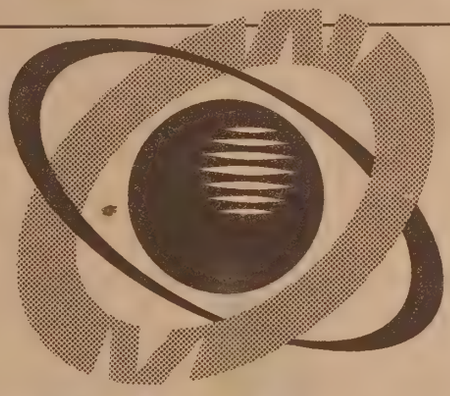

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Accord Services *http://www.weblink.com/accord/* Accord Services offers software to help you think creatively, solve problems, and meet new friends. [Exp. #144.]

AdultDex 95 *http://www.a1.com/tpi/index.html* Gateway to Adult Multimedia Industry. Developers, publishers, distributors, and mail order. [Exp. #146.]

Advanced Computer Products *http://www.liberty.com/home/traveller* The home of Advanced Computer Products and the online swap meet! Also home to ACP Components. [Exp. #145.]

Advanced Logic Research *http://www.alr.com/* ALR manufactures sophisticated multi-processor network servers, high-performance workstations, and environmentally friendly personal computers. [Exp. #146.]

Agora Digital *http://www.agora.net/* Online service for new and traditional media, including searchable database of industry talent. [Exp. #143.]

Air Brokers International *http://www.aimnet.com/~airbrokr* Visit places around the world, online world travel newsletter, circle the globe, Asia, Pacific. [Exp. #145.]

Aircraft Spruce & Specialty Co. *http://www.aircraft-spruce.com* Aircraft Spruce is the premiere distributor of aviation supplies for certificated and home-built aircraft. [Exp. #145.]

Albin Engineering Services, Inc. *http://www.hooked.net/users/aesi/* Albin Engineering Services, a leading placement firm, has several openings for SW Engineers. [Exp. #144.]

Alps Electric *http://www.alpsusa.com/index.html* Photographs and complete specs for the most popular products of this computer peripheral manufacturer. [Exp. #145.]

Altera Corporation *http://www.altera.com* Company/product information, job opportunities for Altera (NASDAQ: ALTR), leader in high-performance programmable logic devices and CAE tools. [Exp. #142.]

Apartment Locators, Inc. *http://www.homefair.com/apt.aptla.html* Apartment hunting in LA and Orange County areas. [Exp. #144.]

Applied Computer Systems *http://www.apcom.com* ACS sells new and pre-owned Sun equipment. We sell parts as well as complete systems. [Exp. #146.]

Around-The-World Airfares & Adventures *http://www.highadv.com* High Adventure Travel's catalog of discount around-the-world airfares, Himalayan treks, African Safaris, etc. [Exp. #143.]

Art Indices, International *http://www.artindices.com* Commercial online gallery of contemporary art and consultation services for corporate and private buyers. [Exp. #145.]

ArtRock Online *http://www.artrock.com/* Online retail catalog and gallery of the world's largest selection of collectable rock and roll music poster memorabilia. [Exp. #144.]

Barnes & Noble in Costa Mesa *http://www.ni.net/barnes_noble* See what is happening in our store and link up with other Internet book sites. [Exp. #146.]

Bender Zahn Tigges *http://scamless.com/bzl* Located in Dusseldorf, this German law firm handles clients throughout Europe. [Exp. #144.]

BG Computer *http://www.zoom.com/personal/bobhuang/bg/bgmain.html* [Exp. #144.]

Bill's House Of Financial Independence *http://www.vpm.com/selfhelp* Providing business opportunities for the beginner and seasoned pro. For as little as $20. [Exp. #142.]

Braxton Indexing's Home Page *http://www.thebeach.com/bus/braxton/* Publisher of indexes in legal, scientific, and research areas. [Exp. #145.]

Buell Motorcycle Company *http://www.buell.com/buell.html* America's newest motorcycle manufacturer was formed in 1993 by Erik Buell, a former Harley-Davidson, Inc. engineer and ex-national class road racer. [Exp. #146.]

CADALYST Magazine *http://www.advanstar.com/cadalyst* Providing valuable information to visitors interested in the AutoCAD industry—includes current and classic issues of the magazine. [Exp. #146.]

Cadkey Developer's Network *http://www.cadkey.com* Makes available the Software Development Kit to Cadkey's Strategic Development Partners. [Exp. #145.]

CD Source *http://www.cdsourceline.com/cds* CD-ROM resource center, bookstore, software store, news, and reference site. Includes reviews, articles, and tips. [Exp. #146.]

Center For Electronic Art *http://www.cea.edu/* Discover the Artists' Exhibition and access up-to-the-minute information about classes, schedules, events. [Exp. #145.]

ChiPants *http://www.aonet.com/chipants/* ChiPants, the comfortable and intelligent pants for men and women, are now available on the World Wide Web. You can also email requests and questions to *chi@nbn.com* . [Exp. #145.]

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Compuforms Co. *http://www.cpfc.com/compuforms* Electronic forms, continuous forms, labels, checks, and downloadable artwork. [Exp. #144.]

Computer Training Consultants *http://www.he.tdl.com/~msri/CTC1.html* Provides in-house, online and on-site software and hardware training in PC and Mac LAN environments. [Exp. #146.]

Copyright Clearance Center *http://www.directory.net/copyright* Offers an automated process for obtaining and paying for reprint rights. [Exp. #143.]

Credi-Call *http://branch.com:1080/cc/cc.htm* Use your credit card as discount calling card. Up to 90% savings on long distance. [Exp. #143.]

CyberNautix, Inc. *http://www.community.net/~nautix/* UNIX and Internet technical services firm. System management, training, and custom services described. [Exp. #143.]

Cyboutique *http://www.romantasy.com* A unique, interactive crossroads for exploring issues, ideas, and products to enhance sexual well-being and encourage intimacy. [Exp. #145.]

Cyno Technologies *http://www.cyno.com/cyno/* Cyno Technologies, Inc. provides computer user authentication systems, including solutions for enhanced remote access security. [Exp. #142.]

DeltaPoint Web Site *http://www.deltapoint.com/* Data/Process visualization software publisher. The site provides sales, product, and support services for its customers. [Exp. #144.]

Demand Systems Home Page *http://www.fishnet.net/~drumbra* Demand Systems sells computer software and hardware. They also carry the Jaguar and Lynx. [Exp. #146.]

DHL Worldwide Express *http://www.dhl.com/* Provides information on shipping services offered by DHL for all of the 217 countries that the DHL network serves. [Exp. #146.]

Digital Conversion Technology *http://navishow.ans.net/lab/m/mtownes* Sales, bids, quotations, and proposals. We search and deliver—you produce and sell. [Exp. #146.]

Digital Zone *http://www2.uplex.net/dzone/* Resource for buyers to contact vendors in the printing, advertising, service bureaus, and photography business. [Exp. #145.]

eCesys, Inc. *http://www.alaska.net/~ecesys* Low-cost Pentium Systems optimized for NEXTstep, Win 95, and WinNT deployment. [Exp. #146.]

The Earth's Best World Wide Web Site *http://www.earthsbest.com/* The Web site for Earth's Best, the nations only organic baby food, includes information about the company and products as well as articles on parenting, infant health and nutrition, environmental issues, and organic agriculture. [Exp. #144.]

Echelon LonWorks Technology *http://www.lonworks.echelon.com/* LonWorks offers networking technology for building, home, industrial, and transportation automation. [Exp. #144.]

EIO: Electronics Information Online *http://www.wio.com/* A super surplus store. We buy and sell excess, discontinued, new, and used electronic components and computers. [Exp. #146.]

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FaxBox Network *http://voyager.via.net/netbiz/faxbox.html* How to have your own fax-on-demand box and make money. [Exp. #142.]

Fisher Model And Pattern Works *http://www.wco.com/~fisher* Resin model kits of classic '50s and '60s racing cars. [Exp. #144.]

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Galt Technology Shareware Zone *http://www.galttech.com/* The leading site for quickly and easily downloading the latest shareware from the Web. [Exp. #145.]

Genoa Technology's Web

continued on page 104

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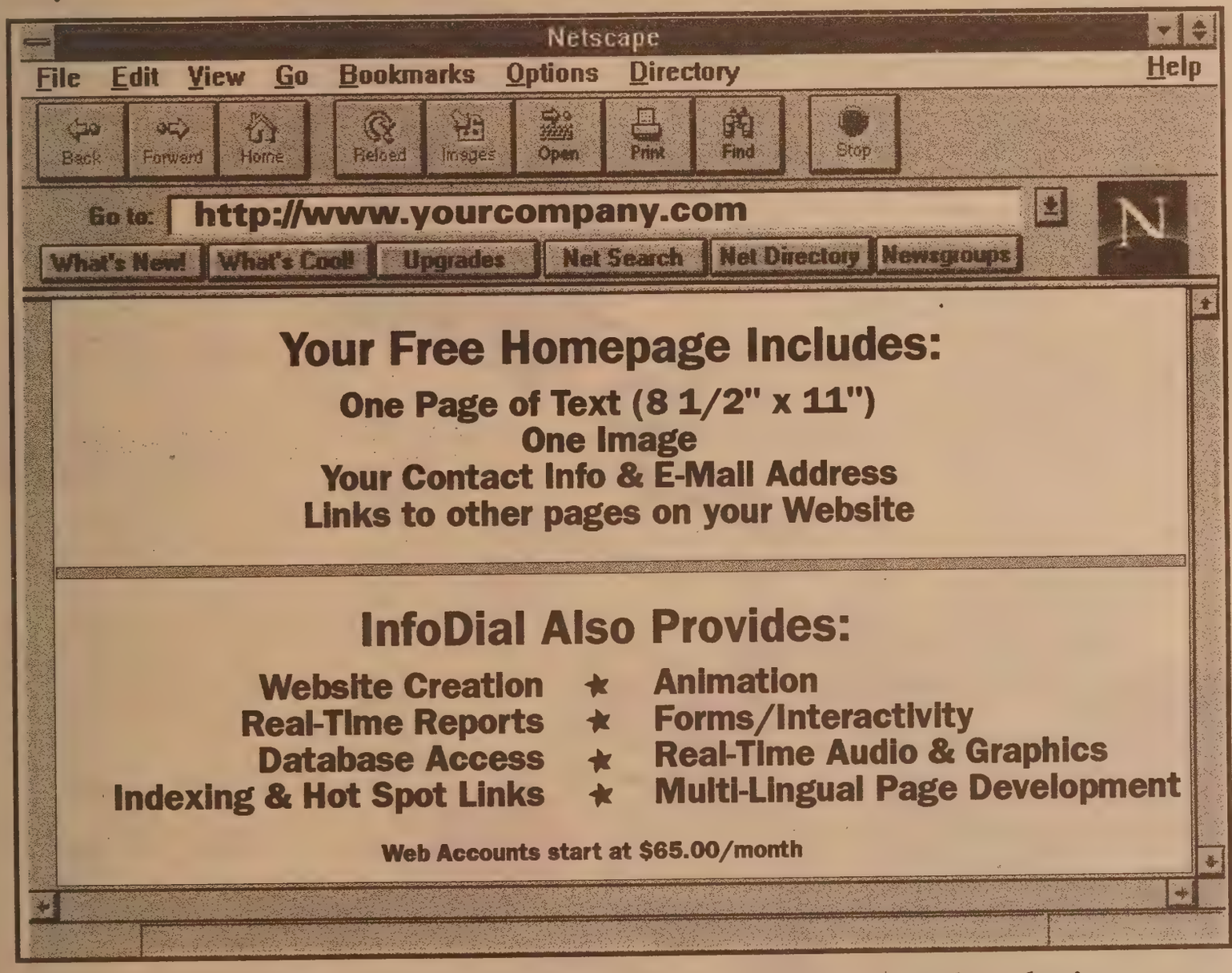
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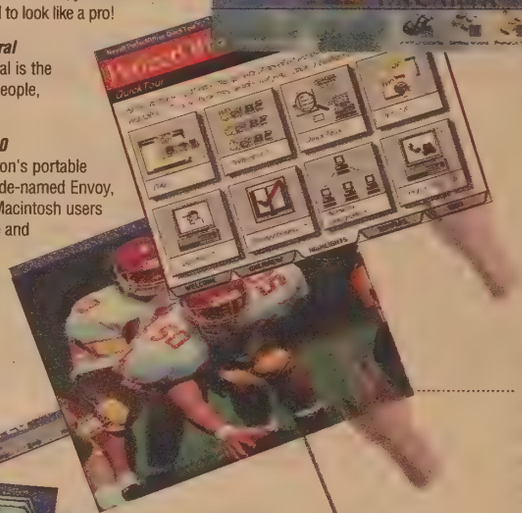

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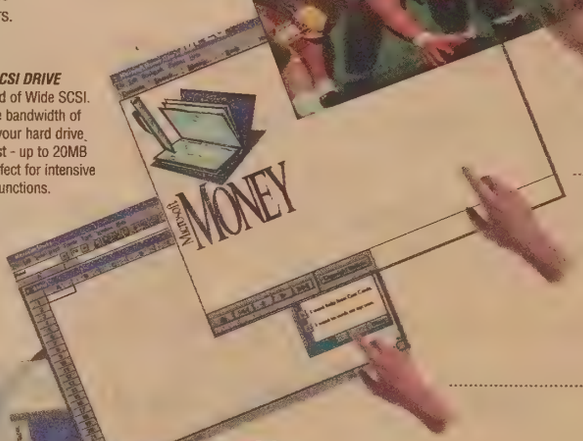

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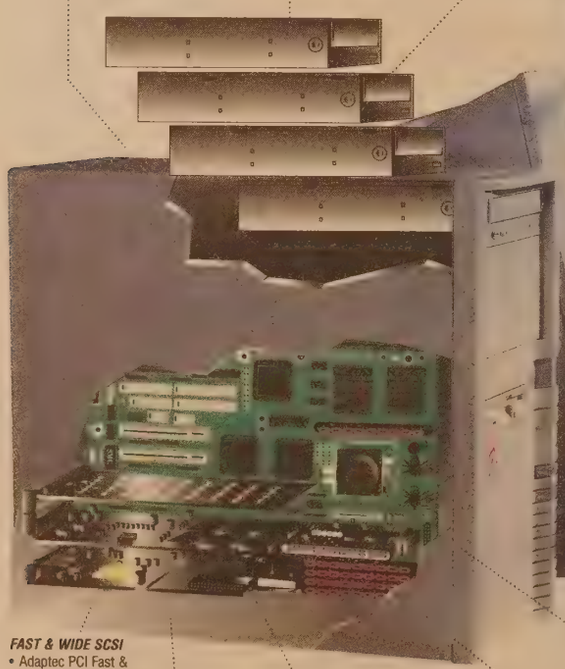

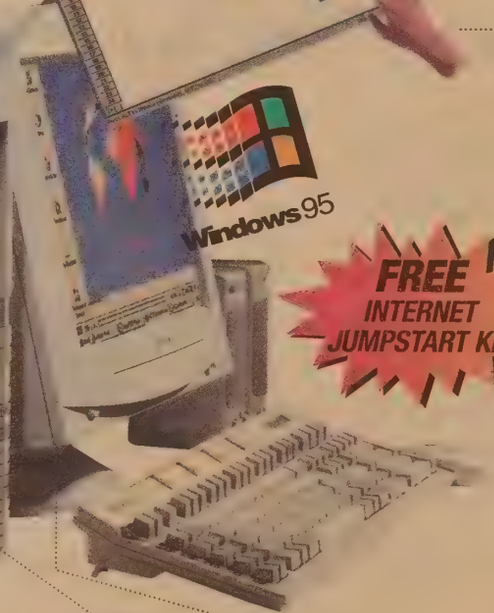

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- **4X** CD-ROM Drive 600KB/sec
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- Voice Recognition Software & Mic
- **MPEG** & Video CD Software
- *Microsoft Encarta, Works, Money WordPerfect 6.1, InfoCentral Quattro Pro 6.0, Envoy Presentation, GroupWise*
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- **MPEG** & Video CD Software
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- **14.4kbps** Fax Modem
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- 1.44 Disk Drives, Hi-res Mouse
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- ATI mach64 Video **2MB** RAM
- **6X** CD-ROM Multi-session **900**KB/sec, 145ms Access Time
- **Sound Blaster AWE-32,** DSP Upgradable
- Voice Recognition Software & Mic
- **MPEG** & Video CD Software
- Microsoft Encarta, Works, Money CD, Compton Interactive Encyclopedia & 50 Windows Games CD
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- **Diamond Stealth 64** Video Accelerator, **2MB** DRAM
- **4X** CD-ROM drive 600KB/sec
- Pro Sonic 16, Media Vision Soundcard
- **MPEG** & Video CD Software
- *Microsoft Encarta, Works, Money CD WordPerfect 6.1, InfoCentral, Quattro Pro 6.0, Envoy, Presentation, GroupWise*
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- Windows 95 or (DOS & Win 3.1)
- 1.44 Disk Drive, Hi-res Mouse

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1208 John Reed Court, Industry, CA 91745

Online Guide

Web Page Listings *continued from page 100*

Site *http://www.gentech.com* Testing solutions for Printer Emulations, Facsimile (T.30), IrDA (Serian Infrared), IEEE 1284, and SNMP. [Exp. #146.]

Geoworks Home Page *http://www.geoworks.com* Information about Geoworks, a supplier of operating system software and applications for the emerging Consumer Computing Device market. [Exp. #145.]

Gold Mountain Land *http://www.aimnet.com/~ayl/antelope.htm* Land investment opportunities with prices starting at 30¢ per square foot. [Exp. #145.]

Golden Sun Co. *http://www.clcr.com/goldensun/* Sunglasses for wholesalers and retailers. Offering thousands of models of sunglasses for the lowest price. [Exp. #144.]

Great Fax Cover Sheet Co. *http://emporium.turnpike.net/W/wortB/welcome.html* Unique products at great prices. Something for everyone even if you don't fax. [Exp. #145.]

Greek Hotel And Cruise Reservation Center *http://www.deltanet.com/bazaar/greece.htm* Your link to over eight thousand Greek hotels and cruises covering the Greece mainland and islands. [Exp. #146.]

Homes For Sale On The Internet *http://www.he.net/~bsonder/homes.html* Have some real estate to sell? Want to increase your audience? Advertise with Homes for Sale on the Internet. [Exp. #146.]

Hotel Emeraude Plage *http://www.well.com/user/frigate* Information on the Hotel Emeraude Plage on St. Bart's in the French West Indies. [Exp. #145.]

iambic Software *http://www.iambic.com/iambic* Software for the Newton MessagePad. Contests, tips, and links to other Newton-related areas. [Exp. #145.]

Immigration And Visas *http://www.schulzlaw.com/~mschulz* Law offices of C. Matthew Schulz. Information on US visas and employment-based immigration. [Exp. #144.]

Information Broker *http://infobrkr.com/IB/DTP.htm* Affordable desktop publishing via B/W printed material and the Web. [Exp. #144.]

Instant $avings' BBS *http://www.liberty.com:80/home/couponbbs/Welcome.html* A free BBS soon to have free Internet email and a home-based business opportunity. [Exp. #146.]

Instant Wholesale Pricing For 170,000 Computer Products *http://www.applied-computer.com/* Applied Computer of San Jose lets users instantly access pricing information on over 170,000 computer products. [Exp. #144.]

International Channel Networks *http://www.i-channel.com/* The premier provider of multi-language television programming, featuring over twenty-four different languages. [Exp. #144.]

International Consulting *http://www.insist.com/* Build a strong distribution/OEM channel in Europe. Fluent in German, French, and Dutch. Set up branch offices in four weeks. [Exp. #146.]

Investigative Resources *http://www.lainet.com/~factfind* The online brochure of Investigative Resources International, a full-service southern California investigative agency. [Exp. #145.]

Kamaaina's Best *http://planet-hawaii.com/kambest/* Gift baskets filled with Hawaiian treats like passion fruit butter, taro pancake mix, coffees, teas, and more. [Exp. #144.]

Kaua'i Exotix *http://planet-hawaii.com/~exotix/* A small tropical flower business in Kaua'i doing all of our business via the Internet. [Exp. #144.]

LinkStor Home Page *http://www.linkstor.com* PC network and storage reseller in Silicon Valley. [Exp. #143.]

LucasArts *http://www.lucasarts.com* The Web site for LucasArts Entertainment, developer and publisher of interactive entertainment and educational software. [Exp. #145.]

Marine Jewelry By Robert Straight *http://www.stw.com/rls/rls.htm* Ocean life rendered in fine gold jewelry. [Exp. #142.]

Maxsoft-Ocron, Inc. *http://www.maxsoft-ocron.com* Maxsoft-Ocron, a leader in OCR software and Toolkits. Visit us and download Wordlinx free. [Exp. #146.]

Mind Logic *http://www.xmission.com/~wwwads/mind/logic.html* CD-ROM disks, hardware, and video gear at wholesale and retail prices. Worldwide mail order. Freebies too! [Exp. #145.]

Mind Science Research Institute, Inc. *http://www.he.tdl.com/~msri* Delivers management and technology training for the lifelong learner. [Exp. #145.]

Miniman *http://www.mindifarm.com/midiman* Midiman's Web site consists of over twelve pages of prod-

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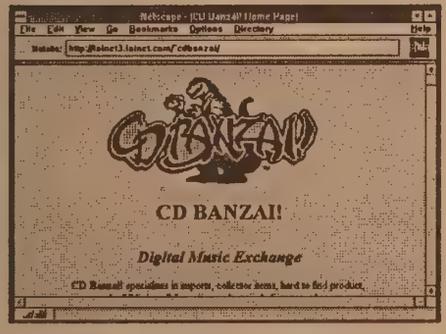
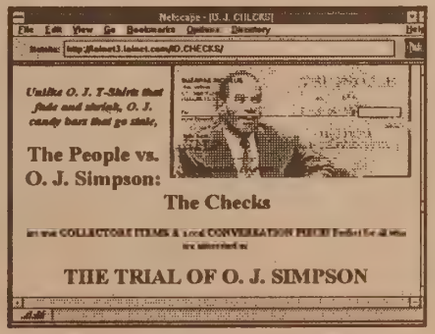
LA Internet uses 28.8 Kbps V.34/V.FC modems exclusively.



http://www.lainet.com/cdbanzai

http://www.lainet.com/worldwalks



http://www.lainet.com/ID.CHECKS

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11500 Olympic Blvd. Suite 441, Los Angeles, CA 90064

Web Page Listings *continued...*

uct and company information, and an ftp site for files. [Exp. #146.]

Mobile Access *http://www.aimnet.com/~ayl/900.htm* Learn all about investing in the lucrative 900 telephone business and what it has to offer you. [Exp. #145.]

Mole-Richardson *http://www.mole.com* Hollywood lighting manufacturer, rental company, expendables store, movie memorabilia store. [Exp. #145.]

Music Boulevard *http://www.musicblvd.com* A one-stop service where customers can listen to 30-second sound samples, view album art or artist photos, read reviews or biographies, and buy from an extensive music catalog. [Exp. #146.]

Mutual Fund Investing Home Page *http://www.ManhattanLINK.com/* Features weekly mutual fund rankings and trading system results. Also, online newsletter and links to other mutual fund research sites. [Exp. #144.]

Natural World *http://tlm.tlm.net/natwld.html* Natural World makes 100% nontoxic, all-natural, chemical-free products for cleaning, infant care, nutrition, and pet care. [Exp. #143.]

NetCity *http://www.netcity.com/* An electronic metropolis offering online shopping, personal and professional services, auto center, farmer's market, and entertainment. [Exp. #145.]

Newer Technology *http://www.newertech.com/* Supplier of Mac peripherals and memory products. Grouped into four categories: acceleration, connectivity, memory, and PowerBook accessories. [Exp. #146.]

Novell Service & Support *http://www.aimnet.com/~yungi/lansol.html* Novell network specialists—CNE. We offer Novell-authorized network installation, service, and support. [Exp. #143.]

NTI Of California *http://www.net101.com/nti/* Performance, quality, and value with California's premiere long distance service for businesses and residents. [Exp. #145.]

NutriGenie *http://pages.prodigy.com/CA/nutrigenie/* Nutrition software for better health. Winner of Home PC Top 100 Products of the Year Award. [Exp. #144.]

O'Keefe World *http://www.okeefe.com* O'Keefe World is a full-service advertising agency. Bandwidth busting graphics. Idiotic image maps. All style, no substance. [Exp. #146.]

Online Islamic Bookstore *http://www.sharaaz.com* Quality books, CD-ROMs, tapes, software on Islam. View screenshots and descriptions of products. Order online. [Exp. #143.]

Pacific International *http://www.pacintl.com/pacintl/* Specializing in Japanese/English internationalization (bid or contract). We are multi-platform capable. [Exp. #146.]

PC Physician *http://www.earthlink.net/~pcphysician/* For repairs and installation of PC hardware and software. For rates, info, and more, look here. [Exp. #144.]

The PC4 Zennet Home Page *http://www.zennet.com/* Come found out about T. Pascal and Associates and their wonderful hardware solutions. [Exp. #144.]

PCTravel *http://www.pctravel.com or http://www.nando.net/pctravel.html* Real-time online air reservation and ticketing service with encryption and free overnight delivery of tickets. [Exp. #143.]

The People's Place On The Web *http://www.People Place.com* Your place for health, natural resources, personal and professional growth, nutrition, fitness, and fun. [Exp. #144.]

Photo Restoration, Retouching, & Scanning Service *http://www.wp.com/PhotoRestoration* Highest quality and lowest prices for digital photo restorations. Quick turnaround, too. [Exp. #145.]

Rational Data Systems *http://www.rds.com* Just the basics so far, including employment and WWW contracting opportunities. Fancier stuff to follow. [Exp. #144.]

Recorter, Inc.'s Business Center *http://www.industry.com/* Industrial rack mount computers, enclosures, keyboards, monitors, and printers. Web site includes descriptions and datasheets. [Exp. #146.]

Regent Press *http://www.sirius.com/~regent* A printer in Berkeley and publisher of *The Oracle* (Facsimile Edition) and *The Fringe Series.* [Exp. #144.]

Robert Lee Entertainment (RLE) *http://www.rle.com/~rle/index.htm* RLE is an independent film, video, and WWW page production company. [Exp. #144.]

Safeware, The Insurance Agency, Inc. *http://www.safeware-ins.com/* Insures computers against theft, fires, power surges, accidents, natural disasters, and earthquakes. Review details and apply. [Exp. #146.]

Salsa Express *http://www.stw.com/se/se.htm* South-

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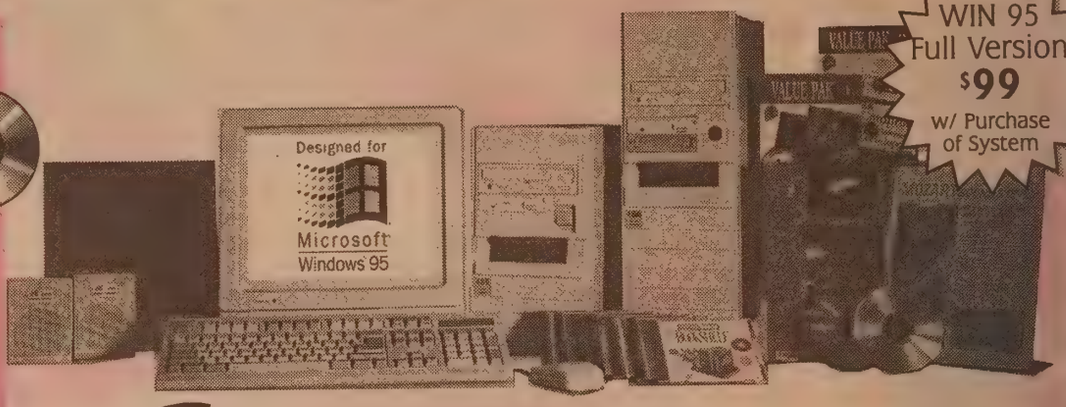

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- Middle Tower Case w/230W "UL" Power

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- 101 Enhanced Keyboard, Hi-Res 3 Button Mouse
- Mini Tower Case w/230W "UL" Power

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PCI 486 DX2-66

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- Serial Mouse
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- PCI SVGA Card w/1MB RAM
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- Mid Tower Case w/230 Watt Power
- 101 Enhanced KeyBoard
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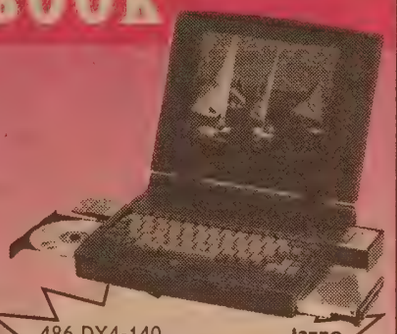

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Pentium 90 ..... $3050
Pentium 100 ..... $3150
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HP DeskJet 660C	395
HP LaserJet 4L/4ML	495/890
HP LaserJet 5L/5ML	CALL
HP LaserJet 4 Plus/4M Plus	1348/1855
HP LaserJet 4SI/4SI MX2	2850/3995
HP LaserJet 4V/4MV	Call/Call
HP Color LaserJet	Call
HP ScanJet 3P (IBM or MAC)	Call
HP ScanJet IIIC (IBM or MAC)	895

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All prices, specifications, and product availability are subject to change without prior notice. Not responsible for any typographical errors. Financing figures are estimated and based on 36 months and financing is on approved credit. Prices reflect 3% cash discount. C.O.D. order accepted. All systems come with 1 year parts and labor limited carry-in warranty. All brand names are trademarks of their respective companies. All sales are final.

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MULTIMEDIA PACKAGES

CREATIVE LAB DIGITAL SCHOOL HOUSE
2X CD ROM
SoundBlaster 16 Card
20 Education CD Titles
Speakers
Microphone
$218

2X Double Speed CD-ROM
Photo CD
Sound Blaster 16-by "Creative Lab"
2 Speakers
15 CD Titles (Aldus Photostylus, Encyclopedia...)
2X MPC Multimedia PC $168

4X Quad Speed Multi-Session Photo CD
Sound Blaster 16-by "Creative Lab"
115W Speakers
14 CD Titles (Encyclopedia...)
4X MPC Multimedia PC $308

Toshiba 4X Quad Speed SCSI
Multi-Session Photo CD
Sound Blaster 16 by Creative Lab SCSI
115W Speakers
14 CD Titles (Encyclopedia...)
4X MPC Multimedia PC $478

CONTROL CARD

IDS IDE I/O	$12
ISA IDE W/16550 I/O	28
VLB IDE I/O	18
VLB IDE W/16550 I/O	42
PCI IDE w/16550 I/O	43
PCI SCSI-II (NCR ChipSet)	65
PCI Adaptec-2940 SCSI-2	198
PCI Adaptec-2940W SCSI-3	255

FAX/MODEM

US Robotics 14.4 INT.	$70
US Robotics 14.4 EXT.	119
US Robotics 28.8 INT. V.34	215
US Robotics 28.8 EXT.	245
Rockwell 14.4 INT.	50
Rockwell 14.4 EXT.	90
Intel 14.4 PCMCIA	199
Mega Hertz 14.4 PCMCIA	175

FLOPPY DRIVE

Teac 1.2MB 5 1/4"	$43
Teac 1.44MB 3 1/2"	33
Teac 1.2 & 1.44MB Combo	85
Mitsumi 1.2 MB 5 1/4"	38
Mitsumi 1.44MB 3 1/2"	29

HARD DRIVE

Conner 420MB IDE, 12ms	$138
Conner 540MB IDE, 12ms	170
Conner 850MB IDE	195
Conner 1.2GB IDE	255
Conner 1.0GB SCSI-3	Call
Conner 2.0GB SCSI-II	Call
Maxtor 270MB IDE	155
Maxtor 420MB IDE	185
Maxtor 540MB IDE	179
Western Digital 850MB IDE	205
Western Digital 1.2GB IDE	265
Quantum 8ms 2.0GB	800
HP 2.0GB	700
Samsung 540MB IDE	165

MOTHERBOARD

P5-90/100 EISA/PCI Dual CPU	$450
P5-90 PCI Intel Triton w/256K	250
P5-90/100 PCI w/256, IDE I/O	175
486DX4/DX2 PCI w/256K w/IDE IO	105
486DX4/DX2 VLB w/256K	90
486SLC2-66 VLB	135
486 SLC3-75 w/256K Cache	165

CASE

Mini Tower w/230W	$38
Mini High Tower w/230W	49
Mid Tower w/230W	59
Full Tower w/250W	69

RAM

30Pin 1x3 Simm, 70ns	$38
30Pin 4x9 Simm, 70ns	165
72Pin 1x32 Simm, 70ns	138
72Pin 2x32 Simm, 70ns	255
72Pin 4x32 Simm, 70ns	489

KEYBOARD

101 Enhanced	$15
Maxiswitch 101 Enhanced	35
Fujitsu 101 Enhanced	38
Focus 2001 101 Enhanced	32
Focus 9000 101 Enhanced	48
MicroSoft Natural Key	88

MULTIMEDIA

Sound Blaster 16	$79
Sound Blaster 16 SCSI	105
Sound Blaster 32 AWE	279
Acer 2X CD-ROM Drive	60
Panasonic Quad Speed	155
Teac 4X CD	199
Toshiba 4X SCSI CD	288
115Watt Power Amp. Spkrs	45
125Watt Power Amp. Spkrs	75
Pwr Amp. Spkrs w/ AM/FM Radio	48

MOUSE

Logitech MouseMan II Serial	$42
Logitech MouseMan II Bus	65
MicroSoft Mouse, Serial	25
3 Button MS Compatible Mouse	10
TrackBall, Serial	25
3 Button Compatible Bus Mouse	28

MONITORS

Viewsonic 21PS 1600x1280 .28	$1715
Viewsonic 17GS 1600x1280 .27	750
Viewsonic 17GA 1280X1024 .27	835
Viewsonic 15GS 1280X1024 60Hz .27	455
Viewsonic 15GA 1280X768 76Hz .27	508
MAG MXP 12E 1280X1024 .28	835
MAG DX 17F .26	625
MAG DX 15F 1280X1024 .28	340
CTX 1565GM 15", 1024x768 .28	335
CTX 1451C 14", 1024x768 .28	235
Acer 76I 17", 1280x1024 .27NI, Digital	565
Acer 56L 15", 1280x1024 .28 Digital	338
Acer 34T 14" , 1024x768 .28NI, EPA	229
NEC XE21 1280X1024 .28 60Hz LR	1775
NEC XP21 1680X1200 .28 70Hz LR	2125
NEC XE17, 1024x768 .28, 76Hz, LR	998
NEC XP17, 1280x1024 .28, 76Hz, LR	1030
NEC XE15, 1024x768 .28, 76Hz, LR	550
MGC 14"	215
MGC 15"	300

TAPE BACKUP

Colorado PowerDat 2.0GB INT, SCSI	938
Colorado PowerDat 2.0GB EXT, SCSI	1098
Colorado PowerDat 4.0GB INT, SCSI	1158
Colorado PowerDat 4.0GB EXT, SCSI	1378
Colorado Jumbo 350MB INT.QIC-80	169
Colorado Jumbo 350MB EXT.QIC-80	339
Conner 420MB INT. QIC-80	140
Conner 420MB EXT. QIC-80	255
Conner 850MB EXT.	450
Conner 850MB INT.	295
WangDat 1.0GB INT. SCSI	538
IO Mega Zip Drive	199

VIDEO ADAPTER

ATI Math-64 PCI/VLB w/4MB VRAM	$459
ATI Math-64 PCI/VLB w/2MB VRAM	258
ATI Math-64 PCI/VLB w/2MB DRAM	175
ATI Math-32 PCI/VLB w/1MB DRAM	99
Diamond Stealth-64 PCI/VLB 4MB VR	459
Diamond Stealth-64 PCI/VLB 2MB VR/Video	279
Diamond Stealth-64 PCI/VLB 2MB DR	175
Diamond Stealth-64 PCI/VLB 1MB DR	135
Orchid Kelvin-64 PCI/VLB w/2MB	175
Cirrus Logic 5429 VLB w/1MB	75
Trident 9400 VLBw/1MB	70
Trident 9420 PCI w/2MB	115
Trident 8900 ISA w/1MB	55

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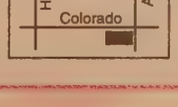

Hours:
Mon-Fri 9:00-6:00
Sat 10:00-5:00

Online Guide

Web Page Listings *continued...*

western culinary catalog. One-stop shopping for your salsa and hot sauce needs. [Exp. #142.]

Secret Staircase Bookshop *http://www.secretstaircasebooks.com/* An independent book shop specializing in children's books and mysteries for adults. [Exp. #146.]

Secrets Of Home Theater And High Fidelity *http://www.sdinfo.com/* Electronic magazine on home theater and high fidelity with reviews of equipment, feature articles, press releases, etc. [Exp. #145.]

Sextant *http://mind.net/wsirota/sextant/sextant.html* Distribution site for Sextant, shareware program that presents an environment for editing and using Netscape Navigator's bookmarks. [Exp. #145.]

Shamrock Base Corp. *http://wavenet.com:80/~shamy/* Offering base materials used in road construction and a downtown, L.A. concrete/asphalt dump site. [Exp. #146.]

Solomon Software *http://www.solomon.com/* Solomon's home page offers a single point of communications to resources within Solomon Software, a leading accounting software developer. [Exp. #145.]

Solutions Seminars *http://www.sol-sems.com* Seminars for technical communications specialists in the development of technical information products, marketing materials, technical training materials. [Exp. #145.]

Songwriting Consultants, Ltd. *http://www.earthlink.net/~songmd/* Hit songwriter Molly-Ann Leikin helps good songwriters become hit songwriters. Check out her Songwriter's Collaboration Network. [Exp. #144.]

Southwest Airlines *http://www.iflyswa.com/* Complete flight and fare info in a very easy-to-use format, make reservations online. [Exp. #145.]

StarComp *http://www.leonardo.net/starcomp/* Virtual Showbiz Software store—script writing, production scheduling, budgeting, and plot assistance. [Exp. #144.]

Stop Crime, Become A Tough Target *http://www.catalog.com/borelent* Personal protection devices. Stun guns, pepper sprays, alarms, crime prevention reports, and much more. [Exp. #145.]

Superior Stamp & Coin *http://www.amark.com/amark* Conducts auctions of individual/estate consignments of stamps, coins, manuscripts, fine arts, sports and space memorabilia. [Exp. #146.]

Swim At Home In An Endless Pool *http://www.endlesspools.com/~swim/* Swim or exercise "in place" against a smooth current adjustable to any speed or ability. The Endless Pool is only 8' by 15'. [Exp. #144.]

TLC The Eye Center *http://www.laservision.com/TLC* The first Internet site dedicated to clinical excellence in Laser Vision Eye Correction. [Exp. #146.]

Toasted *http://www.berksys.com* Berkeley System's Toasted offers everything from traditional product listings, customer support, and general company information. [Exp. #144.]

Tubz *http://www.opendoor.com/Tubz/TubzHmPage.html* The largest selection of jetted and non-jetted bathtubs on the West Coast. [Exp. #146.]

Warp California, Inc. *http://www.warp.com/* Producers of Virtual Television products, site includes product demos. [Exp. #145.]

Wave Rider *http://hoohana.aloha.net/waverider/* Unique Hawaiian T-shirts for any surfer/paddler (water or Internet). Shirts are USA made. [Exp. #144.]

Web Books—Online Bookseller And Special Services *http://www.primenet.com/~jculp/* Online bookseller with specialties in the areas of sexuality, censorship/conspiracy, and sports. Special free services. [Exp. #142.]

Windjammer Barefoot Cruises *http://www.windjammer.com* Offers descriptions of each ship in the fleet, plus a "News and Specials" section and FAQ about Windjammer. [Exp. #146.]

Working Assets *http://www.wald.com/wa/wald* Working Assets provides ways for customers to be effective citizens and philanthropists. [Exp. #146.]

World Shopping & Information Network *http://www.wsin.com* Features brilliant colorful graphics to excite and entertain. Shopping, travel, entertainment, useful resource information, more. [Exp. #145.]

WovenHearts *http://www.wovenhearts.com/* Residential assisted living. Alternative to nursing home care for older men and women. [Exp. #145.]

(x)faktor Design *http://sfaktor.com/xfaktor* Specialized in traditional and electronic design implementation, including advertising, Logo, publication layout, and Web page design. [Exp. #146.]

Zadian Technologies, Inc. *http://www.zadain.com/* San Jose-based Zadian

WOULD YOU GET ON THE HIGHWAY WITH THIS?

Probably not; however, there are still a few of you out there who insist on getting on the information superhighway with a regular phone line and a modem! Why? Maybe you like waiting, maybe your time is not that valuable, maybe you don't think technology is for you. ...or it just may be that you don't know about us. We are Linkline. We offer ISDN internet access to put you on the NET fast, and we're only a phone call away. ...but if you prefer to pedal, well...

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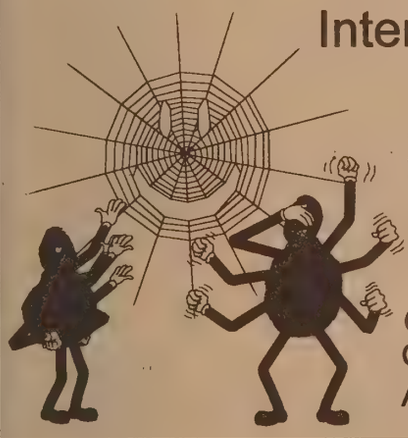
Internet Web Pages



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* **850MB Hard Drive**
* VLB IDE W/2S,1P,1G
* VLB SVGA Card W/1MB
* **2XCD-ROM**
* **Sound Blaster 16 Vibra**
* 160W Speakers
* **14" SVGA,NI,0.28 Monitor**
* Mid Tower Case
* 101 Enchanced Keyboard
* Serial Mouse

*Option: Modem, Backup and **more..***

Intel DX4-100	$1,148
Intel DX2-66	$1,108
AMD DX4-100	$1,088
AMD DX2-80	$1,048
AMD DX2-66	$1,045

Triton PCI Pentium

* **Triton Intel Chipset M/B,256K Windows'95 Plug & Play!**
* **16MB RAM**
* 1.44MB Floppy
* **1.2GB Hard Drive**
* High Speed IDE I/O,2S,1P,1G
* **Diamond Stealth 64 PCI 2M/D**
* **4XCD-ROM**
* **Sound Blaster 16 Vibra**
* 160W Speakers
* **15" SVGA,NI,0.28 Monitor**
* Mid Tower Case
* 101 Enchanced Keyboard
* Serial Mouse

Pentium- 133MZ	$2,299
Pentium- 120MZ	$2,199
Pentium- 100MZ	$1,999
Pentium- 90MZ	$1,929
Pentium- 75MZ	$1,858

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Online Guide

Web Page Listings *continued...*

Technologies is a leading developer and manufacturer of test systems for the engineering and manufacturing of I/O peripheral devices. [Exp. #144.]

Zendex Corp. *http://www.zendex.com/* Zendex designs and manufactures microcomputer boards, systems, peripherals, and related products for the Multibus and PC Bus industry. [Exp. #145.]

ENTERTAINMENT

Aloha Dateline *http://www.aimnet.com/~ayl/aloha.htm* "I found love on the Aloha Dateline! It's a fun, safe, exciting way to meet!" [Exp. #145.]

Artist Bros. Enterprises *http://www.cyberverse.com/~piero/artbros.html* Episodic series, comedy, sci-fi, and romance stories; Mighty Morphin Power Rangers information; and other interesting links. [Exp. #144.]

ATP Tour Online *http://atptour.com* The most comprehensive tennis Web page on the Internet, with news and information about men's pro tennis. [Exp. #145.]

Awesome Music Site *http://emusic.com* Music information, superfast browsing, 40,000 album images. Tons of fun. [Exp. #145.]

Batman Forever *http://batmanforever.com* Artwork, trailers, storyboards, behind-the-scenes glimpses into the making of *Batman Forever*, and more. [Exp. #143.]

Bay Area Movie Guide *http://www.movietimes.com* Bay Area Movie Guide offers movie listings, information, reviews, links to movie company Web sites, videos, sound clips, publicity photos, and general cinema information. [Exp. #144.]

Big Mouth Publishing *http://www.bookfair.com/publishers/bigmouth/biz/* Publishers Page featuring audio "Instant Guts!", guide to intelligent risk taking in business, creativity, relationships. [Exp. #146.]

BONG Bull *http://www.au.com/bong/* Weekly encyclical of the Burned-Out Newspapercreatures Guild. Newsroom humor for journalists and media junkies. [Exp. #146.]

Brazilian Mall *http://www.BrazilianMall.com/Brazil* The first Brazilian commercial site, art gallery, business center, newsstand, travel agency, and more. [Exp. #144.]

Burn:Cycle *http://www.burncycle.com/* Explore the wicked world of Burn:Cycle. Use your brain or lose your mind. [Exp. #146.]

California Shakespeare Festival *http://www.via.net/~csf/* Complete information about this season's performances as well as our year round programs. [Exp. #144.]

Castle Wolfric *http://www.best.com/~wooldri/* Sci-Fi Fantasy links, Xanth home page, Trek images, html Writers Guild, and more. [Exp. #144.]

Ceolas Celtic Music Archive *http://celtic.stanford.edu/ceolas.html* Home of Celtic music on the net, including tunes, artist profiles, sound samples, resources, etc. [Exp. #143.]

Classic Rock All Stars *http://www.webcom.com/~gsmmedia/crastars* Members from Iron Butterfly, Rare Earth, Sugarloaf, and Spencer Davis Group present their Summer '95 Tour. [Exp. #144.]

Crystal Rain Media Entertainment *http://www.earthlink.net/~crystal* "Hip Hop Animal Rock," award winning aerobic video for children. Sound and video clips. [Exp. #144.]

Cybercize With The Cyber-Set *http://www.physics.sfsu.edu/grad/lwilliam/cyberset/cyberset.html* Ten fun and easy at your computer exercises with the Cyber-Set—an online comedy team. [Exp. #145.]

Cybertown *http://www.cybertown.com/cybertown* Cybertown is a 21st century off-world electronic virtual community that provides a rich mix of entertainment, information, and commerce. [Exp. #145.]

Cybertzara *http://www.webcom.com/~cybertza/* Multimedia by Deborah Jaffe's Master/Slave Relationship and her new CD-ROM, Smut Picture Racket. [Exp. #146.]

Discover Starving Artists *http://www.starving.com/* An interactive art gallery featuring photography and paintings plus a tour of 19th century Paris. [Exp. #145.]

Edward "Equaliser" Woodward *http://www.deltanet.com/bazaar/equalize.htm* Information and enthusiasts' group. Stay up to date with other fans, the Eq/EW *International Bullet*, and more. [Exp. #146.]

Film Analyst On-Line *http://www.kaiwan.com/~stussy/taussig/film01.html* A thoughtful analysis of popular and classical movies and the impact on popular culture. [Exp. #142.]

Flames Magazine *http://www.gold.net/flames/Flames* Web page features an interactive story that uses the hypertext capabilities of the WWW to achieve multiple narratives. [Exp. #144.]

FLASHERS *http://www.cais.com/artcomic.flashers/html* Daily comics by Elliot Feldman. Bring your own trenchcoat. [Exp. #146.]

Four Leaf Clover *http://204.188.129.2/netbiz/fourleaf.html* How to play the Canadian lottery and make money every month. [Exp. #142.]

Freehead Web Page *http://wl.iglou.com/ngsippel/freehead.html* New band featuring Jim Smith of the original *Ren & Stimpy Show*! Info, gig schedules, etc. [Exp. #145.]

Freshly Baked Cooked Book *http://www.primenet.com/~freshly/* L.A.-based psychedelic blues/funk/jazz/reggae/bluegrass/punk band. This site contains artwork, lyrics, sound clips, and recipes. [Exp. #146.]

Galaxy Entertainment Network *http://www.power.net/galaxy* Providing entertainment information, showcasing worldwide talent, business opportunities, programming, and weekly Internet funnies. [Exp. #142.]

Gigaplex *http://www.gigaplex.com/wow* A whopping arts & entertainment webmagazine featuring film, TV, music, theater, books, and celebrity interviews. [Exp. #144.]

Harmony Central Music Pages *http://harmony-central.mit.edu/* Resources and links for the musician, including guitar, bass, effects, MIDI, keyboards, software, and more. [Exp. #142.]

Hotel California *http://kincyb.com/* Check into the friendliest hotel in the West. Full of Internet games, 24 hr. chat, and adult files. [Exp. #144.]

HOTnet Entertainment *http://starone.com/hotnet* Adult entertainment. 21 and over are welcome. [Exp. #144.]

Idea Futures *http://if.arc.ab.ca/IF.shtml* Bet on 150+ science, computer, and social controversies. Won major prize for best Web site. [Exp. #145.]

International Channel *http://www.I-channel.com* Unique multicultural, interactive, multimedia experience combining video, audio, and animation. [Exp. #145.]

International Home Exchange Network *http://www.magicnet.net/homexchange* Listings of home exchange opportunities, local cost vacation rentals, Bed & Breakfasts, "mom and pop" hotels, and more. [Exp. #143.]

Irvine Harvest Festival 95 *http://www.deltanet.com/bazaar/harvest.htm* Festival activities, entertainment schedules, festival map, and discount coupon to the festival. [Exp. #146.]

K-Fone's Hot Interactive Voice BBS And Party Place *http://www.kfone.com/* Browse men and women throughout Southern California. Contact them free. Learn more about voice mail and more. [Exp. #146.]

Kaleidospace Independent Internet Artists *http://kspace.com/* Promotes, sells, and places work by independent artists, musi-

continued on page 226

Doing Business On The Internet

We're doing something a little different for our cover story this month: instead of having a lengthy interview with an industry figure, we're presenting a series of shorter pieces from case histories to explorations of unexpected consequences.

Our first story profiles Eppie Archuleta of Capulin, Colorado. Not for her are the flashy trappings of high tech; she's a master weaver who's recently opened a mill for processing the wool of local sheep ranchers. Her story illustrates the ability of traditional small businesses to reach new markets through technology, escaping the restrictions of geography and providing a much-needed boost to the local economy.

We also present a pair of related articles by Southern California author Michelle Rafter, who looks at the booming Internet job market, and some people who have seized some of its opportunities.

Elsewhere in the magazine, check out Robert Moskowitz's article on setting up your Web site, and, for an unusual perspective on all this, realtor Mark Borsuk's analysis of the impact of net-based business on commercial real estate, and what the wise business should do to prepare for the changes ahead.

We hope you find all this interesting, and we invite your comments (not to mention pointers to other stories we should be telling).

—Mary Eisenhart

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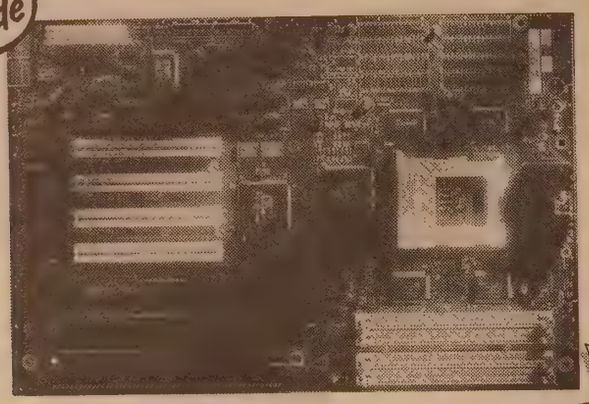
intel inside



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- 101 Enhanced Keyboard
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- Two 1.0GB CONNER SCSI Hard Drives
- Diamond Stealth 64PCI SVGA/2MB
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- 101 Enhanced Keyboard
- Quad Speed Internal SCSI CD-ROM Drive
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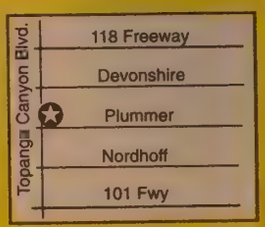

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By Mary Eisenhart

Eppie Archuleta's Outpost On The Data Highway

At The Convergence Of The Old And The New, The Traditional And The High-Tech, A Master Weaver In Colorado Works Locally, Markets Globally

"That's my mother," says Eppie Archuleta, pointing to a mural-sized photo of an old woman at her loom, displayed on the wall of the little shop that sells her family's work. "She's 92; still weaving."

Eppie, as she is universally known in the neighborhood, is 73 herself, and a master weaver. She's been profiled in *National Geographic*; her work has been displayed in the Smithsonian and commands five-figure prices from collectors worldwide. Both her parents were weavers, and the art has been passed down to her children and grandchildren.

It's hard to imagine a place further removed from the hype and hustle of Silicon Valley than Capulin, a tiny agricultural town in southern Colorado's scenic and tradition-steeped San Luis Valley. Here Eppie Archuleta and her husband raised a large family, working in the fields, tending sheep, and always, weaving. And it's here that old technology and new technology converge to make her longtime dream of helping her neighbors a reality, and to illustrate the ability of a small business to reach global markets while keeping its local roots.

Next to the fallen-down adobe in which Eppie raised her family years ago stands a huge shed. Inside is the Big Iron of the textile world—mighty antique machinery dedicated to turning the local wool into a high-quality yarn prized by weavers and knitters. The raw wool is washed in the traditional way, in giant tubs of water heated with a wood fire. It is dried and combed and picked and carded, then spun by the ancient machines onto big wooden bobbins.

People have been raising sheep in the San Luis Valley since the days of the Spanish conquest, but in recent times local ranchers have had trouble finding markets for their wool. There was no place nearer than the Midwest to send it for processing, so the farmers couldn't get a good price; besides, says Eppie incredulously, waving a skein of dense dark yarn, the big industrial mills only wanted the white wool and not the black! (Well, says grandson Chris, clambering around the machines making adjustments, the black fibers are different, and a batch of black yarn requires changing a lot of settings, which probably isn't appropriate in a mass-production setting.)

It's taken years of hard work and setbacks to get the machinery, which Eppie acquired years ago from a failed operation in New Mexico, up and running, and the present mill benefits from the collaboration of Noel Dunne and a cadre of hardworking volunteers from the ecumenical Christian Community Services office in nearby Alamosa. CCS is working on a number of pilot projects to enable local people to set up businesses drawing on the unique culture of El Valle, of which the woolen mill is one of the first.

If you happen to be driving through Capulin of a Wednesday or Thursday afternoon, Eppie herself will take you on a tour of the mill for $2 apiece, and you too can stare in wonder at the machinery of a bygone era. And if you happen to be driving through on another day, you can still stop at the shop and buy yarn or weavings, savoring the lanolin-thick air.

But there are a lot more knitters and weavers out there than will ever drive through Capulin, so Eppie's Mill is on the Internet. Through the Web and email, you can buy yarn. You can sign up for weaving classes with Eppie or her daughters at the school. You can place custom orders, and the yarn will be spun to your specifications.

It's an inherently personalized, small-scale business and likely to remain so—for one thing, Eppie hopes to be able to use local wool exclusively because of its quality. But since its potential customer base is far more dependent on affinity than geography, it's a natural candidate for net-based marketing. And, if the Tofflers are right and we're in for an era of technology-driven demassification, the beneficiaries will be a host of people who want to keep their small-town traditions while making them accessible to a larger world, and reaping the economic rewards of their roots. ■

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continued on page 123

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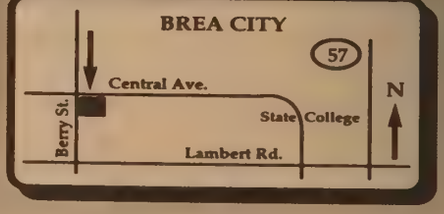

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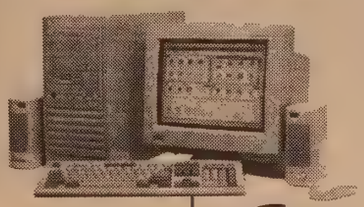

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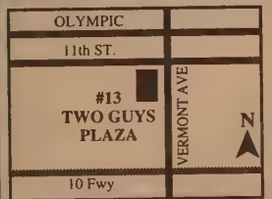

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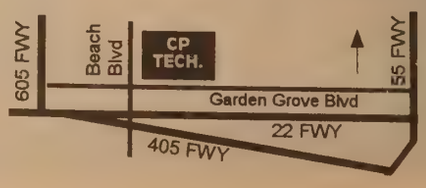

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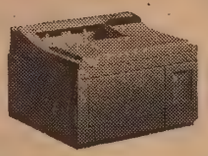

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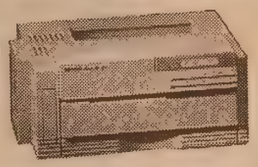

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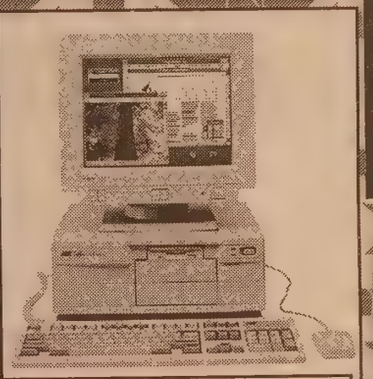

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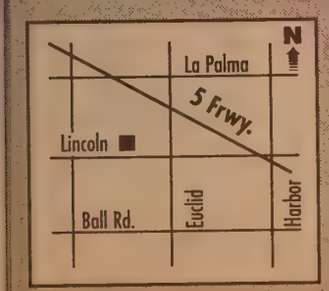

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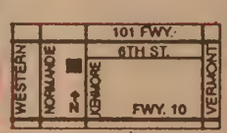

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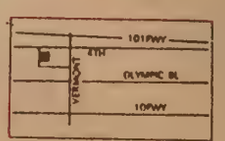

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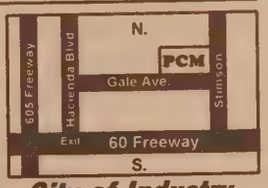

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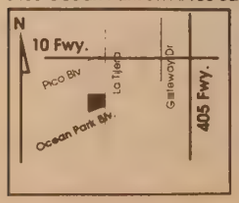

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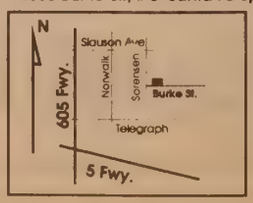

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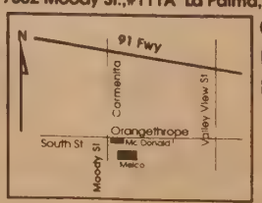

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continued from page 115

By Michelle V. Rafter

Help Wanted: The Internet Job Market

Companies Are Inundated With Job Seekers, But Finding Qualified Candidates Is Tough...

The next time you fire up your modem for a casual cruise on the Net, think of all the people behind the scenes who make the trip possible.

There's the access provider, whose technical staff maintains the hardware and software you use and answers questions when you run into trouble. Then there are the software publishers whose browser, email, FTP, and gopher programs get you where you want to go, grab the files you need and let you communicate with friends and coworkers. Don't forget about the designers, editors, and programmers who create the way-cool Web sites you add to your bookmarks and hot lists.

With more people jumping online, this Internet workforce is booming, in California and around the country.

Internet access providers, Web design shops, corporate computer departments, advertising agencies, and others are adding staff at warp speed. Graphic artists. HTML editors. Webmasters. Technicians. Customer service reps. Salespeople and administrators.

People are eager to work in the high-tech industry's equivalent of glamour jobs, for pay that ranges from less than $10 an hour for technical support work to $50 or $100 an hour for programmers doing highly sophisticated HTML coding.

"This is my first adult job," says Alex Buccino, twenty-two, who put off completing a masters degree to become a freelance HTML editor because he likes working on the edge.

Mileage Varies, Opportunities Abound

How big is the Internet job market? Still relatively small compared to other computer industry sectors.

Recruiters at Earthlink interview

But the truth is, no one knows just how small, or how big. The industry has grown so quickly, no one has taken the time to crunch the numbers, not even some of the country's better known high-tech market research firms and online analysts.

at least five people a day for new positions.

"Companies doing Internet access and things like that haven't been around long enough for anyone to track their employee change," says Chris Elwell, vice president and publisher at SIMBA, the Wilton, Connecticut, online research house. "What's more, [researchers] have been busier trying to count how many users there are than growth of Internet jobs."

"We've hired as many as ten people in a week," says Earthlink founder Sky Dayton.

While statistics might be scarce, stories of fast-growing companies aren't. One of the best examples in California is Netcom On-line Communications in San Jose. Netcom, one of the largest Internet access providers in the country, jumped to more than 350 employees from 153 in December 1994.

In Southern California, Earthlink, a Los Angeles access provider, started with a staff of two in July 1994 and now has more than ninety employees in operations, tech support, administration, sales, and marketing. Recruiters interview at least five people a day for new positions. "We've hired as many as ten people in a week," says Earthlink founder Sky Dayton.

Delta Internet Services, an access provider in Anaheim with several thousand customers, grew from scratch to about two dozen employees in less than two years. The company recently added about a half-dozen employees in a new division that designs corporate Web pages after customers begged for the service.

Web design firms and so-called presence providers—companies that create and maintain a corporation's Web site—are popping up overnight, with several dozen now operating in and around Los Angeles alone, according to Nick Rothenberg, cofounder of W3 Design in Culver City.

Adding to the job market are in-house teams

The Internet Job Market... *continued*

that Fortune 1000 and other, smaller companies are creating to erect Internet pipelines to and from employees' desktops, or design and maintain their own Web sites. And don't forget the makers of PCs, modems, and other nuts and bolts hardware that are adding staff because of sales increases due to the online craze.

"When you think about companies like Sun Microsystems and Microsoft devoting time to the Web, you realize there's a big future," says Todd Kinion, vice president and cofounder of Hall Kinion, a Silicon Valley high-tech recruiting firm that helps clients such as Sun find Web workers.

Some skeptics don't believe the market is as hot as advertised. Most companies are still tiny and job opportunities are limited, says Neal Barry, a Deltanet cofounder. "Is the job market good for people looking for this type of work? No," Barry says. "There's not a well-defined market. There are a lot of startups. There aren't a lot of established companies hiring in big numbers."

Rothenberg agrees, saying that entrepreneurs are still struggling and that means they're cautious about whom they hire. "There's this sense that [the Web] is a goldmine. It's not," Rothenberg adds. "Business is still approaching it cautiously. [Companies like ours] have high overhead and equipment costs. That Ferrari you see out in the parking lot isn't mine."

No Shortage Of Lookers

However, that kind of pessimism hasn't stopped eager netheads from looking for work. In fact, Internet company execs say they receive resumes and calls every day from prospects.

"We get dozens of calls a month. It's staggering," Rothenberg says. Finding qualified candidates is another matter. Because the field is so new, companies can't follow common hiring practices, such as recruiting at colleges, advertising in newspapers or raiding competitors.

Instead, Internet companies and headhunters who work for them say they've had to rely on some novel methods of finding recruits. Word of mouth. Asking friends. Advertising on their own Web pages or in Internet newsgroups for high-tech job seekers.

"You look for people who are bright, creative, and have an interest," says Kinion, the high-tech recruiter. "A lot of people are coming to us looking to get in, who have programming or graphic arts [backgrounds] and have studied HTML on their own and taught themselves as much as they can."

Danny Sullivan, cofounder of Maximized Online, an Irvine-based Web presence provider, hired one woman as an account executive who'd originally contacted the company as a customer. The company hired two other employees who started out as interns from University of California, Irvine. One of them, Web designer Steve McKay, paid tuition for UCI's fine arts program by working as a cable TV installer before Maximized Online snapped him up.

"You hear stories about people getting out of college and not being able to find work. He went from being a cable guy to being an integral part of our operation," Sullivan says.

Maximized Online isn't the only company that hires its customers. Earthlink has hired a few customers for its tech support team, a motley crew with a variety of experiences and an average age of twenty-five, according to Dayton, who adds, "If you're a hobbyist and have a good manner you can get a job like that pretty easily."

The Going Wage

Salaries for Web workers are all over the map.

"It's a trickle down from the fact that nobody knows what the value of a Web site is," says Buccino, the HTML editor, who freelances full-time for W3 Design.

Tech support reps can expect to make anywhere from $8 to $15 an hour and up, depending on the region and size of the company, according to headhunters and Internet company executives. Job candidates with experience in UNIX, modems, and other communications gear have the best chances of getting hired somewhere, officials said.

The richer paychecks belong to Web designers, graphics artists, and HTML coders, who can pull down $25 to $100 an hour depending on the complexity of their work and their understanding of HTML, Mac desktop publishing, and other languages and software programs, experts say.

"Right now if you have product experience, you're in pretty high demand," Kinion explains. "That's why the salary ranges are all over the place."

To a person, Internet company officials and industry analysts interviewed for this article said they expect current job growth to continue. As for finding good people, Sullivan, at Maximized Online, sums it up: "If you're a company and you find someone who's doing something interesting, hire them."

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"Internet Job Market" continued on page 236
section continues on page 130

Where To Look Online For Internet Jobs

Here are some Web sites to get your Internet job hunt started:

** E-SPAN (*http://www.espan.com/cgi-bin/ewais/*) runs a searchable employment database with a good share of high-tech and Web jobs.

** CareerWeb (*http://www.cweb.com/*) is a database of jobs, including some Internet opportunities, created by The Virginian-Pilot newspaper and its owner, Landmark Communications. A companion career fitness center provides hints and tips for your job search.

** Jobs for WWW Developers (*http://www.charm.net/~web/jobs.html*) lists job openings and job seekers' resumes.

** The ZD Net Job Database (*http://www.zdnet.com*) on Ziff-Davis Publishing's ZD Net Web site lists more than two thousand technology-related job openings.

** CareerMosaic J.O.B.S. Database (*http://www.careermosaic.com/cm*) lists all Usenet newsgroups devoted to jobs and job searches. The database lets visitors choose the field they're interested in, such as "Internet" or "World Wide Web" and area of the country, then find matches among thousands of newsgroup messages posted daily.

** On America Online, Help Wanted USA (Keyword: Help Wanted) or the *New York Times* Sunday classified ads (Keyword: Times Classifieds) list some Internet-related jobs.

** Cyberspace Jobs (*http://www.best.com/~lianne*) is a list of seventeen Internet job types compiled by Lianne Mueller, including Web designer, interactive actor, and Webmaster. You won't find any help wanted ads here, but you will find an excellent resource that describes what people who have these jobs do, what skills and backgrounds they bring to the job, and salary ranges.

** World Wide Web searches for the subject "jobs" or "employment" using Yahoo (*http://www.yahoo.com*) or WebCrawler (*http://www.webcrawler.com*) bring up hundreds of hits, some of which are companies posting help wanted ads for Internet-related jobs on their home pages.

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- 10.3" Dual Scan & 10.2 TFT
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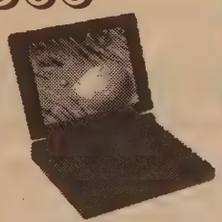

- 468DX2-66 / DX4-100
- 4MB RAM (8/12/36)
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- Stereo Sound Card
- PCMCIA II & III
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- Removable HDD (340M/520M/810M/1.35GB)
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- Stereo Sound Card
- Pointer Device
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- 10.3" Dual Scan or 10.2" Active Color

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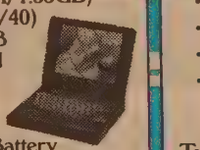

- P5 - 75/90/100
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- Removable HDD (340M/520M/810M/1.35GB)
- 8MB RAM (16/24/40)
- 32 bit VGA w/1MB
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- 4MB RAM, 540MB HDD
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- 101 Keyboard, Mouse w/Pad
- 14" .28NI SVGA Monitor

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- Stereo Sound Blaster Card
- Stereo Speaker Set
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- 8MB RAM, 1.2GB HDD
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- 15" .28NI SVGA Monitor
- MS Mouse

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- Stereo Sound Blaster Card
- Stereo Speaker Set
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1.2GB 12ms(E-IDE) CNR,QT	248
1.2GB 12ms (E-IDE) Maxtor	265
1.0GB 10.5ms (SCSI) Conner	332
2.1GB 9.5ms (SCSI-3) Quantum	650

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ATI WinTurbo Mach 64 4MB VRAM (VLB/PCI)	414
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MAG DX17F 17" .26 NI 1280	605
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Sound Blaster 16 MCD	68
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Panasonic 2X/4X CD ROM	72/132
Mitsumi 2X CD ROM	72
Mitsumi 4X IDE CD ROM	132
TEAC Quad Speed CD ROM	132
Toshiba 4.4X 3601B SCSI CD ROM	278
Toshiba 4X 5302B IDE CD ROM	149
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US Robotic Fax/Modem 14.4/14.4 Ext.	116
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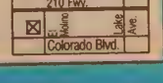

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486 Plus

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- 486DX2-66/**DX2-80**/DX4-100 MHz
- 3 **32-bit VLB** Local Bus Slots & 4 **ISA** Slots
- **4MB** Fast RAM, expandable to **64MB**
- **256K Write-back static** Cache
- **425MB** IDE Hard Drive (560MB-$20)
- **3.5" 1.44MB** High Density Floppy Drive
- VLB **Enhanced IDE-I/O** HD Controller
- **32-bit VLB Super VGA** Graphics Accelerator/1M
- 2 **Serial/1 Parallel/1 Game Ports**
- **Mini Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard
- **Hi-Resolution Serial** Mouse
- **MONITOR SOLD SEPERATELY**

MULTIMEDIA SYSTEM OPTIONS

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2X IDE CD/16-bit Sound Card	$769	$789	$819
4X IDE CD/Sound Blaster 16	$829	$849	$879

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia 13 more titles and pair of speakers

486 Value

4MB RAM · 425MB EIDE HD · 14" MONITOR

FINANCE $29*

$769 486DX2-66
$789 486DX2-80
$819 486DX4-100

- 486DX2-66/**DX2-80**/DX4-100 MHz
- 3 **32-bit VLB** Local Bus Slots & 4 **ISA** Slots
- **4MB** Fast RAM, expandable to **64MB**
- **256K Write-back static** Cache
- **425MB** IDE Hard Drive (560MB-$20)
- **3.5" 1.44MB** High Density Floppy Drive
- VLB **Enhanced IDE-I/O** HD Controller
- **32-bit VLB Super VGA** Graphics Accelerator/1M
- **14" Full Screen SVGA** Monitor (0.28/1024x768)
- 2 **Serial/1 Parallel/1 Game Ports**
- **Mini Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard
- **Hi-Resolution Serial** Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	DX2-66	DX2-80	DX4-100
2X IDE CD/16-bit Sound Card	$939	$959	$989
4X IDE CD/Sound Blaster 16	$999	$1,019	$1,049

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia 13 more titles and pair of speakers

486 Pro

8MB RAM · 560MB EIDE HD · 14" MONITOR

FINANCE $35*

$949 486DX2-66
$969 486DX2-80
$999 486DX4-100

- 486DX2-66/**DX2-80**/DX4-100 MHz
- 3 **32-bit VLB** Local Bus Slots & 4 **ISA** Slots
- **8MB** Fast RAM, expandable to **64MB**
- **256K Write-back static** Cache
- **560MB** Enhanced IDE Hard Drive (850MB-$75)
- **3.5" 1.44MB** High Density Floppy Drive
- VLB **Enhanced IDE-I/O** HD Controller
- **32-bit VLB Super VGA** Graphics Accelerator/1M
- **14" Super VGA** Monitor (0.28/1024x768)
- 2 **Serial/1 Parallel/1 Game Ports**
- **Deluxe Medium Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard
- **Hi-Resolution Serial** Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	DX2-66	DX2-80	DX4-100
2X IDE CD/16-bit Sound Card	$1,119	$1,139	$1,169
4X IDE CD/Sound Blaster 16	$1,179	$1,199	$1,229

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Affordable Pentium Power from $949! or $33 per month

Pentius

PENTIUM · 8MB RAM · 540MB EIDE HD

FINANCE $33*

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$1,099 Pentium 100

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- **8MB** Fast RAM, expandable to **128MB**
- **256K Write-back static** Cache
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- 2 **Serial/1 Parallel Ports**
- **Deluxe Medium Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard & **Hi-Res** Mouse
- **MONITOR SOLD SEPERATELY**

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P75	P90	P100
2X IDE CD/16-bit Sound Card	$1,119	$1,199	$1,269
4X IDE CD/Sound Blaster 16	$1,179	$1,259	$1,329

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia 13 more titles and pair of speakers

Maximus

8MB RAM · 540MB EIDE HD · 14" MONITOR

FINANCE $49*

$1,149 Pentium 75
$1,229 Pentium 90
$1,299 Pentium 100

- Intel **Pentium-75/90/100 MHz**
- 4 **PCI** Local Bus Slots & 4 **ISA** Slots
- **8MB** Fast RAM, expandable to **128MB**
- **256K Write-back static** Cache
- **540MB** Enhanced IDE Hard Drive (850MB-$50)
- **3.5" 1.44MB** High Density Floppy Drive
- Integrated **PCI Enhanced IDE** HD Controller
- **32-bit PCI Super VGA** Graphics Accelerator
- **14"** SVGA Non-Interlaced Monitor (0.28)
- 2 **Hi-Speed 16550 UART Serial Ports**
- **ECP/FPP Enhanced Parallel** Port
- **Deluxe Medium Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard & **Hi-Res** Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P75	P90	P100
2X IDE CD/16-bit Sound Card	$1,319	$1,399	$1,469
4X IDE CD/Sound Blaster 16	$1,379	$1,459	$1,529

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16MB · 850MB HD · 15" MONITOR · 64-BIT SVGA

FINANCE $60*

$1,599 Pentium 75
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$1,749 Pentium 100

- Intel **Pentium-75/90/100 MHz**
- 4 **PCI** Local Bus Slots & 4 **ISA** Slots
- **16MB** Fast RAM, expandable to **128MB**
- **256K Write-back static** Cache
- **850MB** Enhanced IDE Hard Drive (1.28GB-$80)
- **3.5" 1.44MB** High Density Floppy Drive
- Integrated **PCI Enhanced IDE** HD Controller
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- 2 **Hi-Speed 16550 UART Serial Ports**
- **ECP/EPP Enhanced Parallel** Port
- **Deluxe Medium Tower** Case/**230W** PS
- Enhanced **101-key** Keyboard & **Hi-Res** Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P75	P90	P100
2X IDE CD/16-bit Sound Card	$1,769	$1,849	$1,919
4X IDE CD/Sound Blaster 16	$1,829	$1,909	$1,979

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia 13 more titles and pair of speakers

Choose your options & upgrades

2X IDE CD-ROM	89	2MB Video RAM Upgrade (from 1M)	59
4X IDE CD-ROM	139	Colorado 350MB Tape Backup	139
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CALL FOR OTHER OPTIONS AND UPGRADES NOT LISTED

Choose your operating system & software

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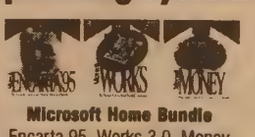
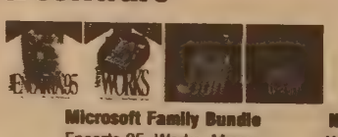
$99



Microsoft Home Bundle
Encarta 95, Works 3.0, Money CD Sampler plus 8 games

$49



Microsoft Family Bundle
Encarta 95, Works, Money Golf, Dangerous Creatures, 8 games

$79

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$99

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1280x1024/0.28dp
$579.95

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Pentium Triton Motherboard · Intel Pentium CPU · CPU Fan
PENTIUM 75 **$379.95** PENTIUM 90 **$449.95** PENTIUM 100 **$529.95**

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$169.95

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Color Inkjet Printer 600x300 Resoluion
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Triton Pentium 75 133 PCI 256K (No CPU)	199
Pentium 75/90/100 PCI 256K (No CPU)	169
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486DX2 VLB 256K 3 3 Volt (No CPU)	95

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AMD 486DX4-100MHz (3 3V)	109
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Intel Pentium 75MHz (3.3V)	229
Intel Pentium 90MHz (3.3V)	299
Intel Pentium 100MHz (3.3V)	389
Intel Pentium 120MHz (3.3V)	599
Intel Pentium 133MHz (3.3V)	799
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Pentium CPU Cooling Fan	15
Memory - All Types	CALL

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ATI mach64 VLB 2M	179
[illegible]	279
[illegible]	139
Diamond Stealth 64 VLB 2M	199
Trident 9440 VLB SVGA 1M	59
Cirrus Logic 5429 VLB SVGA 1M	59

PCI GRAPHICS CARDS

ATI mach64 PCI 1M	129
ATI mach64 PCI 2M	179
ATI mach64 PCI 2M VRAM	269
ATI mach64 PCI 4M VRAM	449
Diamond Stealth 64 PCI Video 1M	139
Diamond Stealth 64 PCI Video 2M	199
Diamond Stealth 64 PCI Video 2M VRAM	279
Diamond Stealth 64 PCI Video 4M VRAM	449
Trident 9440 PCI SVGA 1M	79

ISA GRAPHICS CARDS

Trident 9000 SVGA 512K 16-bit ISA	39
Trident 8900 SVGA 1M 16-bit ISA	59

MONITORS

Genford 14" SVGA NI 0 28/Full Screen	199
KFC 1511 15" Flat SVGA Non-Interlaced 0 28	299
MAG DX-15F 15' Flat NI 0.28/Digital	329
MAG DX-17F 17' Flat NI 0.26/Digital	629
MAG MXP-17F 17" Flat NI 0 26/Digital	879
NAI Occo 14" SVGA NI 0 28/Full Screen	199
NAI Occo 15' Flat SVGA NI 0 28/Digital	329
Percomp 14" SVGA NI 0 28/Full Screen	199
Percomp 15' Flat SVGA NI 0 28/Digital	299
Princeton Ultra17 17' Flat SVGA NI 0 28/Digital	579
Sony 15sf 15' Flat SVGA NI 0.25/Digital	499
Sony 17sf 17" Flat SVGA NI 0.25/Digital	899
Sony 17se 17' Flat SVGA NI 0 25/Digital	1099
Viewsonic 17GS 17' Flat NI 0 28/Digital	749
Viewsonic 17GA 17' Flat NI 0 27/Digital w/Speakers	829
Viewsonic 17PS 17' Flat NI 0 25/Digital	899
Viewsonic 20G 20" Flat NI 0 28/Digital	1399
Viewsonic 20PS 20" Flat NI 0 27/Digital	1499
Viewsonic 21PS 21" Flat NI 0 25/Digital	1799

IDE CONTROLLERS

[illegible]	12
[illegible]	29
VLB IDE I/O (2S/P/G)	19
VLB IDE I/O (2S/P/G) w/Mode 3 Enh IDE	25
VLB IDE I/O (2S/P/G) w/Mode 3 & 16550 Serial	29
PCI IDE w/Mode 3 Enh IDE	29
PCI IDE I/O (2S/P/G) w/Mode 3 Enh IDE	49

SCSI CONTROLLERS

PCI NCR Fast SCSI-2 Controller	79
PCI NCR Fast Wide SCSI 3 Controller	149
Adaptec 1510 SCSI Host Adapter for CD ROM	69
Adaptec 1522BK SCSI	119
Adaptec 1542BK SCSI	199
Adaptec 2940 PCI Fast SCSI 2	199
Adaptec 2940W PCI Wide SCSI 3	229

HARD DRIVES

420MB IDE/Seagate or Conner	145
540MB E-IDE/Fujitsu (Mode 4/10ms)	169
560MB E IDE/Samsung	159
635MB E-IDE/Western Digital (10ms)	179
850MB E-IDE/Samsung	189
850MB E-IDE/Conner (Mode 4)	199
850MB E-IDE/Western Digital	209
1 08GB E-IDE/Fujitsu (Mode 4/10ms)	219
1.28GB E-IDE/Samsung	249
1 28GB E-IDE/Conner (Mode 4)	259
1 28GB E-IDE/Western Digital (10ms)	279
1.6GB E-IDE/Western Digital (Mode 4/10ms)	399
1 06GB Fast SCSI-2/Conner or Fujitsu (10ms)	379
1 06GB Wide SCSI-3/Conner or Fujitsu (9ms)	549
2 1GB Fast SCSI-2/Quantum (9ms)	879
2 1GB Wide SCSI-3/Conner or Quantum (9ms)	999
2.1GB Wide SCSI 3/Seagate Baraccuda (9ms)	1,099
4.2GB Wide SCSI-3/Conner (9ms)	1,399
9.0GB Fast SCSI-2/Micropolis (9ms)	2,699

FLOPPY DRIVES

Mitsumi 5 25" 1 2MB	42
Mitsumi 3 5" 1 44MB	29
Teac 5 25" 1 2MB	45
Teac 3 5" 1 44MB	35
Teac Dual 1 2MB/1 44MB	89

CD-ROM DRIVES

NEC 2Vi 2X IDE (280ms)	89
Hitachi 4X IDE (200ms - 600Kb/s)	139
Panasonic 4X IDE (200ms - 600Kb/s)	139
Goldstar 4X IDE (160ms - 600Kb/s)	139
Toshiba 5202B 4X IDE (195ms- 600Kb/s)	159
Toshiba 3601B 4 4X SCSI-2 (160ms - 660Kb/s)	299
Teac/Aztech 6X EIDE (140ms- 900Kb/s)	279
NEC CDR-512 6X SCSI-2 (150ms - 900Kb/s)	379

SOUND CARDS

Sound Blaster 16 IDE	69
Sound Blaster 16 SCSI-2	99
Sound Blaster 32 WaveTable	169
Sound Blaster AWE32 Full Version	279

FAX MODEMS

14 4 Fax Modem Internal	49
14.4 Fax Modem w/Voice Mail Internal	59
28 8/14 4 Fax Modem Internal v 34	119
28 8/14 4 Fax Modem w/Voice Mail Int v 34	159
US Robotics 14.4sl Fax Modem Int	69
US Robotics 14 4 Fax Modem Ext	119
US Robotics 28 8 v.34 Fax Modem Int	189
US Robotics 28 8 v.34 Fax Modem Ext	209
US Robotics 28.8Vi Fax Modem/Voice Mail Int	219
US Robotics 28.8Vi Fax Modem/Voice Mail Ext	249
US Robotics 28.8 v.Everything Fax Modem Int	399
US Robotics 28.8 v Everything Fax Modem Ext	439

CASES

Mini Tower Case/230W UL PS (5 Drive Bays)	39
Medium Tower Case/230W UL PS (8 Drive Bays)	59
Full Tower Case/250W UL PS (10 Drive Bays)	79
Desktop Case/230W UL PS (5 Drive Bays)	59

TAPE BACKUPS

Conner 250MB Internal (TAPE INCLUDED)	135
Conner 420MB Internal (TAPE INCLUDED)	159
Colorado 350MB Internal	149
Colorado T-1000 Travan 800MB Internal	199
Colorado T 1400 Travan 1200MB Internal	279

SCANNERS

Logitech ScanMan 32 32-grey Hand-held Scanner	129
Logitech ScanMan 256 256-grey Hand-held Scan	199
A-4 WinScan Color Hand-held Color Scanner	179
Hewlett-Packard ScanJet 3p B&W Desktop Scanner	399
Hewlett-Packard ScanJet 3cx Color Desktop Scanner	929

JOYSTICKS/DIGITIZERS

A 4 Digitizing Tablet 12" x 12"	199
A-4 Joystick	15
Logitech WingMan Flight Sim Joystick	59
CH Products Mach II Joystick	35
CH Products Mach III Joystick	45
CH Products Mach IV Joystick	59
Gravis GamePad	29

KEYBOARD/MOUSE

Enhanced 101-Key	15
Focus 6200 101 Key	39
Focus 7000 101 Key w/Trackball	39
Focus 9000 124 Key w/Calculator	49
Fujitsu K4700 101 Key	45
Microsoft Natural Keyboard	85
Hi-Res 3 Button Serial Mouse	9
Microsoft Serial	29
A-4 WinMouse Pen Mouse	25
A-4 WinTrack Trackball	29

SPEAKERS

10 Watt Amplified	9
60 Watt Power Amplified	29
115 Watt Super Bass Power Amplified	59
Sub Woofer Bass System for Multimedia	79

SOFTWARE

Microsoft DOS 6 22/Windows for Workgroups 3 11	99
Microsoft Windows 95 (for systems only)	99
Microsoft Windows 95 Upgrade Version	89
Microsoft Office Standard 95 Upgrade Version	229
Microsoft Office Professional 95 Upgrade Version	329
Microsoft Home Bundle (for systems or kits only)	59
Novell Perfect Office Suite (for systems only)	99

PRINTERS

Epson Stylus Color (720dpi Marvel)	499
Epson Action Laser 1100	369
Hewlett Packard Deskjet 600C	299
Hewlett Packard Deskjet 660C	399
Hewlett Packard Laserjet 5L	499
Hewlett Packard Laserjet 5P	899
Canon BubbleJet BJ-220e	219
Canon BubbleJet BJC-4000	349
Canon BubbleJet BJC-600e	479

NETWORKING

Ethernet 16 bit Combo (BNC/RJ)	29
Ethernet 10BaseT Hub 8 Ports	119
Ethernet 10BaseT Hub 16 Ports	219

UPGRADE TO MULTIMEDIA!

MPC Multimedia PC — Sound BLASTER

Explorer 2x
2X EIDE CD-ROM Drive
- *Enhanced IDE interface (ATAPI CD compliant)*
- *250ms access time*
- *300Kb/s transfer rate*

16-bit Stereo Sound Card
- *Sound Blaster compatible*
- *16-bit CD-quality stereo sound*

Multimedia Speakers
Grolier's Encyclopedia
plus 13 more titles
$169.95

Adventurer 4x
4X EIDE CD-ROM Drive
- *Enhanced IDE interface (ATAPI CD compliant)*
- *190ms access time*
- *600Kb/s transfer rate*

Sound Blaster 16 Sound Card
- *Genuine Sound Blaster for 100% compatibility*
- *16-bit CD-quality stereo sound*

Multimedia Speakers
Grolier's Encyclopedia
plus 13 more titles
$229.95

Conqueror 6x
6X EIDE CD-ROM Drive
- *Enhanced IDE interface (ATAPI CD compliant)*
- *140ms access time*
- *900Kb/s transfer rate*

Sound Blaster 16 Sound Card
- *Genuine Sound Blaster for 100% compatibility*
- *16-bit CD-quality stereo sound*

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Challenger 6x SCSI
NEC CDR-512 6X SCSI-2 CD-ROM NEW!
- *SCSI-2 CD-ROM interface*
- *150ms access time*
- *900Kb/s transfer rate*

Sound Blaster 16 SCSI-2 Sound Card
- *Genuine Sound Blaster for 100% compatibility*
- *16-bit CD-quality stereo sound*

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Grolier's Encyclopedia
plus 13 more titles
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PowerStations

Triton Warrior

FINANCE $47*

8MB RAM · 635MB EIDE-4 HD · 15" MONITOR

$1,249 Pentium 75
$1,329 Pentium 90
$1,399 Pentium 100
$1,649 Pentium 120

- Intel Pentium-75/90/100/120 MHz
- Intel Triton Chipset (Up to 70% Faster)
- Plug'n Play Flash BIOS (Ready for Windows 95)
- 3 PCI Local Bus Slots & 4 ISA Slots
- 8MB Fast RAM, expandable to 128MB UPGRADE TO EDO MEMORY - ADD $75
- 256K Write-back static Cache UPGRADE TO SYNCHRO-BURST CACHE - ADD $95
- 635MB Enh IDE Hard Drive (10ms)
- 3.5" 1.44MB High Density Floppy Drive
- Bus Mastering PCI Mode 4 Enh IDE Controller
- 64-bit PCI ATI mach64 SVGA Accelerator OR Diamond Stealth 64 Video SVGA Accelerator
- 15" Flat SVGA Non-Interlaced Monitor (0.28)
- 2 Hi-Speed 16550 UART Serial Ports
- ECP/EPP Enhanced Parallel Port
- Deluxe Medium Tower Case/230W PS
- Enhanced 101-key Keyboard & Hi-Res Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P75	P90	P100	P120
2X IDE CD/16-bit Sound Card	$1,419	$1,499	$1,569	$1,819
4X IDE CD/Sound Blaster 16	$1,479	$1,559	$1,629	$1,879
6X IDE CD/Sound Blaster 16	$1,629	$1,709	$1,779	$2,029

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia, 13 more titles and pair of speakers

Triton Gladiator

FINANCE $67*

16MB RAM · 1.08GB EIDE-4 HD · 15" MONITOR

$1,779 Pentium 90
$1,849 Pentium 100
$2,099 Pentium 120
$2,299 Pentium 133

- Intel Pentium-90/100/120/133 MHz
- Intel Triton Chipset (Up to 70% Faster)
- Plug'n Play Flash BIOS (Ready for Windows 95)
- 3 PCI Local Bus Slots & 4 ISA Slots
- 16MB Fast RAM, expandable to 128MB UPGRADE TO EDO MEMORY - ADD $100
- 256K Write-back static Cache UPGRADE TO SYNCHRO-BURST CACHE - ADD $95
- 1.08GB Mode 4 Enh IDE Hard Drive (10ms)
- 3.5" 1.44MB High Density Floppy Drive
- Bus Mastering PCI Mode 4 Enh IDE Controller
- 64-bit ATI mach64 SVGA Accelerator/2M OR Diamond Stealth 64 Video SVGA Accelerator/2M
- 15" Flat SVGA Non-Interlaced Monitor (0.28)
- 2 Hi-Speed 16550 UART Serial Ports
- ECP/EPP Enhanced Parallel Port
- Deluxe Medium Tower Case/230W PS
- Enhanced 101-key Keyboard & Hi-Res Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P90	P100	P120	P133
2X IDE CD/16-bit Sound Card	$1,949	$2,019	$2,269	$2,469
4X IDE CD/Sound Blaster 16	$2,009	$2,079	$2,329	$2,529
6X IDE CD/Sound Blaster 16	$2,159	$2,229	$2,479	$2,679

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia, 13 more titles and pair of speakers

Triton Defender

FINANCE $93*

16MB · 1.6GB HD · 17" MONITOR · VRAM SVGA

$2,479 Pentium 90
$2,549 Pentium 100
$2,799 Pentium 120
$2,999 Pentium 133

- Intel Pentium-90/100/120/133 MHz
- Intel Triton Chipset (Up to 70% Faster)
- Plug'n Play Flash BIOS (Ready for Windows 95)
- 3 PCI Local Bus Slots & 4 ISA Slots
- 16MB Fast RAM, expandable to 128MB UPGRADE TO EDO MEMORY - ADD $100
- 256K Write-back static Cache UPGRADE TO SYNCHRO-BURST CACHE - ADD $95
- 1.6GB Mode 4 Enh IDE Hard Drive (9ms)
- 3.5" 1.44MB High Density Floppy Drive
- Bus Mastering PCI Mode 4 Enh IDE Controller
- 64-bit ATI mach64 SVGA Accelerator/2M VRAM OR Diamond Stealth 64 Video SVGA Accelerator/2M VRAM
- 17" Flat SVGA NI Monitor (1280x1024/0.28)
- 2 Hi-Speed 16550 UART Serial Ports
- ECP/EPP Enhanced Parallel Port
- Deluxe Medium Tower Case/230W PS
- Enhanced 101-key Keyboard & Hi-Res Mouse

MULTIMEDIA SYSTEM OPTIONS

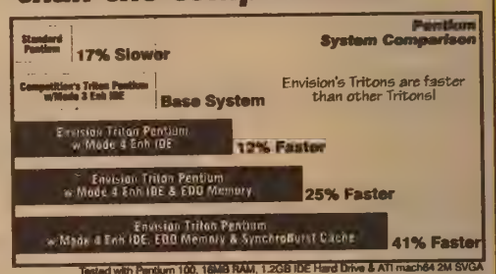
CD-ROM/Sound Card	P90	P100	P120	P133
2X IDE CD/16-bit Sound Card	$2,649	$2,719	$2,969	$3,169
4X IDE CD/Sound Blaster 16	$2,709	$2,779	$3,029	$3,229
6X IDE CD/Sound Blaster 16	$2,859	$2,929	$3,179	$3,379

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia, 13 more titles and pair of speakers

ENVISION GIVES YOU MORE POWER!

Envision Tritons are faster than the competitions!

Envision was first to offer you the power of Intel's new Triton chipset in our Triton PowerStation systems. Now, Envision will take you to a whole new dimension in power with EDO memory and SynchroBurst synchronous pipeline burst cache technology. You'll get up to 40% more power than standard Triton systems and up to 70% more power than standard Pentiums.


Pentium System Comparison
Standard Pentium
17% Slower
Competition's Triton Pentium w/Mode 3 Enh IDE
Base System
Envision's Tritons are faster than other Tritons!
Envision Triton Pentium w/Mode 4 Enh IDE
12% Faster
Envision Triton Pentium w/Mode 4 Enh IDE & EDO Memory
25% Faster
Envision Triton Pentium w/Mode 4 Enh IDE, EDO Memory & SynchroBurst Cache
41% Faster
Tested with Pentium 100, 16MB RAM, 1.2GB IDE Hard Drive & ATI mach64 2M SVGA

Intel Triton Power

With Intel's revolutionary Triton chipset, you get 20%-70% more speed than standard Pentium chipsets giving you added performance from the very same Pentium processor thanks to a more integrated design, built-in PCI bus-mastering IDE, support for Mode 4 Enh IDE hard drives, support for new higher-bandwith EDO memory and SynchroBurst Cache. And because only Envision utilizes all the Triton's features, our Triton Systems are faster than the competition's Triton systems (see chart).

64-bit Pentium Processor

At the heart of every Envision PowerStation is Intel's advanced 64-bit Pentium Processor giving you superfast computing to handle even the most power hungry user. So whetever you do technical drawings, graphics design or just want to play the hottest new game, Envision PowerStations have the power you need to blaze!

New SynchroBurst Cache Architecture

Over the past few years, CPUs have dramatically increased in speed and performance. Unfortunately, memory technology has stood still over those years creating bottlenecks and slowing overall performance of computers. All that will change with Envision's new SyncBurst cache architecture which provides a synchronous data channel allowing twice as much data to flow from CPU to memory alleviating bottlenecks while letting your computer operate at peak performance. SychroBurst is available as an option on all Triton PowerStations

EDO (Extended Data Output) Memory

Get more performance with EDO memory which provides double the bandwith between your CPU & memory (100MB/s vs. 200MB/s) giving you up to another 11% more performance. EDO is available on all Triton Systems as an upgrade option.

Bus Mastering Mode 4 Enhanced IDE

With Triton, you get Mode 4 Enh IDE hard drives with even faster hard drive data transfer rates of 16.67MB/s. Combine that with the new built-in bus-mastering PCI IDE interface, which takes the load of handling hard drive data transfer operations off the CPU, and you get performance that's up to twice as fast Mode 3 hard drives and five times faster than standard IDE hard drives.

Award Winning 64-bit Accelerators

PC MAGAZINE EDITORS' CHOICE

All Envision Pentium systems (except Pentius) incorporate award winning 64-bit graphics accelerators from ATI or Diamond for maximum graphics power. The mach64, winner of PC Magazine's Editor's Choice, offers unmatched video performance plus motion video acceleration to make your graphics and movie clips fly accross your screen!.

Envision Service & Support

2 Year Labor/1 Year Parts Warranty
96 Hour Burn-in Testing
Custom Configuration & System Design
Optional GE Extended Warranty Plan
backed by:
a friendly & knowledgable staff with over 9 years of experience

Triton Terminator

FINANCE $99*

16MB · 1.06GB WIDE SCSI-3 HD · 17" MONITOR

$2,679 Pentium 90
$2,749 Pentium 100
$2,999 Pentium 120
$3,199 Pentium 133

- Intel Pentium-90/100/120/133 MHz
- Intel Triton Chipset (Up to 70% Faster)
- Plug'n Play Flash BIOS (Ready for Windows 95)
- 3 PCI Local Bus Slots & 4 ISA Slots
- 16MB Fast RAM, expandable to 128MB UPGRADE TO EDO MEMORY - ADD $100
- 256K Write-back static Cache UPGRADE TO SYNCHRO-BURST CACHE - ADD $95
- 1.06GB Wide SCSI-3 Hard Drive (10ms)
- 3.5" 1.44MB High Density Floppy Drive
- Bus Mastering PCI Wide SCSI-3 Controller(20MB/s)
- 64-bit PCI ATI mach64 SVGA Accelerator/2M OR Diamond Stealth 64 Video SVGA Accelerator/2M
- 17" Flat SVGA NI Monitor (1280x1024/0.28)
- 2 Hi-Speed 16550 UART Serial Ports
- ECP/EPP Enhanced Parallel Port
- Deluxe Medium Tower Case/230W PS
- Enhanced 101-key Keyboard & Hi-Res Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P90	P100	P120	P133
2X IDE CD/16-bit Sound Card	$2,849	$2,919	$3,169	$3,369
4X IDE CD/Sound Blaster 16	$2,909	$2,979	$3,229	$3,429
6X IDE CD/Sound Blaster 16	$3,059	$3,129	$3,379	$3,579

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia, 13 more titles and pair of speakers

Triton Eliminator

FINANCE $137*

32MB · 2.1GB WIDE SCSI-3 HD · 17" MONITOR

$3,629 Pentium 90
$3,699 Pentium 100
$3,949 Pentium 120
$4,149 Pentium 133

- Intel Pentium-90/100/120/133 MHz
- Intel Triton Chipset (Up to 70% Faster)
- Plug'n Play Flash BIOS (Ready for Windows 95)
- 3 PCI Local Bus Slots & 4 ISA Slots
- 32MB Fast RAM, expandable to 128MB UPGRADE TO EDO MEMORY - ADD $200
- 256K Write-back static Cache UPGRADE TO SYNCHRO-BURST CACHE - ADD $95
- 2.1GB Wide SCSI-3 Hard Drive (9ms) (4.2GB-$700)
- 3.5" 1.44MB High Density Floppy Drive
- Adaptec 2940W PCI Wide SCSI-3 Controller(20MB/s)
- 64-bit PCI ATI mach64 SVGA Accelerator/2M OR Diamond Stealth 64 Video SVGA Accelerator/2M
- 17" Flat SVGA NI Monitor (1280x1024/0.28)
- 2 Hi-Speed 16550 UART Serial Ports
- ECP/EPP Enhanced Parallel Port
- Deluxe Medium Tower Case/230W PS
- Enhanced 101-key Keyboard & Hi-Res Mouse

MULTIMEDIA SYSTEM OPTIONS

CD-ROM/Sound Card	P90	P100	P120	P133
2X IDE CD/16-bit Sound Card	$3,799	$3,869	$4,119	$4,319
4X IDE CD/Sound Blaster 16	$3,859	$3,929	$4,179	$4,379
6X IDE CD/Sound Blaster 16	$4,009	$4,079	$4,329	$4,529

Multimedia systems come with CD-ROM & Sound Card listed above plus Grolier's 1995 Encyclopedia, 13 more titles and pair of speakers

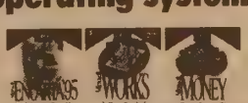
Choose your options & upgrades

2X IDE CD-ROM	89	2MB Video RAM Upgrade (from 1M)	59
4X IDE CD-ROM	139	Colorado 350MB Tape Backup	139
6X IDE CD-ROM	279	Colorado T1000 800MB Tape Backup	169
Additional 5.25" 1.2MB Floppy Drive	45	Ethernet 16-bit Network Adapter	35
Additional 3.5" 1.44MB Floppy Drive	35	DOS 6.22/Windows for Workgroups	99
14.4 Fax Modem	49	Windows 95 Full Version	99
14.4 Fax Modem w/Voice Mail	59	Novell Perfect Office	99
28.8/14.4 Fax Modem Internal v.34	119	Hewlett Packard Deskjet 600C Printer	299
US Robotics 14.4si Int Fax Modem	69	Hewlett Packard Deskjet 660C Printer	399
US Robotics 28.8 Int Fax Modem v.34	199	Hewlett Packard Laserjet 5L Printer	499
Sound Blaster 16 Sound Card	69	Canon BubbleJet BJ-200e Printer (rfb	169
Sound Blaster 32 Sound Card	69	Canon BubbleJet BJ-200e Printer	219

CALL FOR OTHER OPTIONS AND UPGRADES NOT LISTED

Choose your operating system & software

Windows 95 Full Version or DOS 6.22/WFW 3.11
$99



Microsoft Home Bundle
Encarta 95, Works 3.0, Money
CD Sampler plus 8 games
$49

Microsoft Family Bundle
Encarta 95, Works, Money
Golf, Dangerous Creatures, 8 games
$79

Novell Perfect Office Suite
WordPerfect 6.1, Quattro Pro, Paradox, Envoy, GroupWise
$99

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Designed with your family in mind

*HomePC... it's a whole new type of computer. That's because it's not just a computer, it's also a fax machine, modem, answering machine, CD stereo system, cable-ready TV, video game player & multimedia computer all in one complete unit. It also includes loads of useful software for the whole family like **Microsoft Works** which includes a **spreadsheet**, **word processor** & **database** so that Dad can bring home work from the office. Mom can manage the family finances with **Microsoft Money**. Son can research the world with the award winning **Microsoft Encarta 95 Encyclopedia**. Daughter can find the latest news for her report with **America Online**. Imagine doing so much from one place! It's HomePC... designed with your family in mind.*

Listen to your Favorite CD Music!

You can select you favorite music CD to keep you relaxed while you type away. And with a built-in mixer, you can adjust the volume or balance.

Let the PC Answer Your Phone!

The FamilyPC can answer your phone with the built-in voice mail system. It can direct messages to up to 999 mailboxes or even page you.

Surf the Internet!

Receive or send faxes anywhere in the world with the built-in fax. Or call your favorite online service to see the latest news, shop at thousands of stores, or check your bank account balance with the built-in modem. You can even hook into Internet, that "information superhighway" you've been hearing so much about.

Have Fun with Multimedia!

MPC Multimedia PC

At the heart of every FamilyPC is a full multimedia compter system ready to access the more than 5000 multimedia CD-ROM titles now on the market from full encyclopedias to interactive stories that read to kids to educational programs that can teach you kids subjects like history or calculus or access great works of literature to exciting games that let you conquer the world or build your own special new world.

Yikes! Tons of Software!

It comes with lots of software like Microsoft Windows 95, Microsoft Works, Microsoft Money, Microsoft Encarta 95 Encyclopedia, and much, much more.

OVER $1500 WORTH OF HOME SOFTWARE INCLUDED!

- Microsoft Windows 95 Operating System **or** DOS 6.22/Windows for Workgroups 3.11
- Microsoft Works including word processing, spreadsheet, database
- Microsoft Money (family finance manager)
- Microsoft Encarta 95 Encyclopedia
- Microsoft Dangerous Creatures
- Microsoft Golf plus 8 more Microsoft Games
- BitWare fax modem software for Windows
- Mosaic Internet Browser
- America Online & CompuServe

OfficePC

Designed with your business in mind

*OfficePC... it will change the way you do business. That's because it's not just a computer, it's your all-in one office machine. That's because it has a fax machine, modem, answering machine, CD stereo system, & computer all in one complete unit. And it comes with loads of useful software for your growing business like **Novell PerfectOffice** which includes a **WordPerfect** for word-processing, Quattro Pro fro spreadsheet number crunching, **Paradox** for database management plus the 21 Volume **Grolier's 1995 Encyclopedia**. Plus keep up with the latest news with **America Online**. Imagine your business without OfficePC! OfficePC... designed with your business in mind.*

Relax with Music While You Work!

You can music CDs while you work on that long spreadsheet or finish that letter. That's because the computer can multitask. In otherwords, you can play audio CDs and do your work at the very same time. Now that's relaxing!

Answer that Phone or Call Out!

The OfficePC can answer your phone with the built-in voice mail system. It can direct messages to up to 999 mailboxes or even page you. Plus you can call out with the speakerphone built onto the system.

Do Biz on the Internet!

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section continued from page 124

By Michelle V. Rafter

Internet Pioneers

What Do A Documentary Filmmaker, Harvard Professor, Coffeehouse Owner, And Newspaper Reporter Have In Common? They've Junked Their Former Careers To Work On The Internet In Jobs Nobody'd Heard Of A Year Ago

When Nick Rothenberg was a freshman at Harvard, his family dreamed he'd become a doctor or rabbi. Rothenberg saw himself making movies, and after graduation ended up at the University of Southern California's graduate school of anthropology, where he produced an award-winning documentary.

But never in their wildest dreams could Rothenberg or his family have predicted his latest career move: designing fancy graphics and remote-control video for this crazy little thing called the World Wide Web.

Rothenberg's parents still aren't sure exactly what he does. "My mom calls it 'that Internet thing,'" says Rothenberg, a cofounder of W3 Design in Culver City.

Ask around at Internet companies throughout Southern California and you hear the same story—people dumping established careers, moving across country, sometimes foregoing big paychecks—for jobs that didn't exist a year ago with companies that are considered established if they've been in business twelve months.

The job titles sound as new wave as the work they describe: Web designer. Webmeister. HTML editor. Interactive content developer. Browser software programmer. Web search engine researcher. Internet access provider technical support rep.

While company officials and industry analysts agree the market for Internet jobs is booming (see related story on page 180), no one has stopped long enough to figure out exactly how many people are flocking to work in these new professions.

But flock they do. What's the draw?

Money, at least for some. Top-flight designers and programmers who know HTML coding, Mac desktop publishing, UNIX, or artificial intelligence languages can make $50 an hour or more. Entrepreneurs who've started Internet-related businesses struggle on more meager paychecks, confident that as the Internet grows they'll make it big.

For others, it's less about money and more about working on the bleeding edge of a field that's moving at warp speed. It's having a job that nobody's had before. It's about being cool. Yeah, definitely about being cool.

Here are the stories of four Internet pioneers working in jobs that never existed before they invented them:

From Movies To Multimedia

Nick Rothenberg, 30, was already making movies when he gave it up for a career as a Web designer.

Rothenberg got his first taste of the Web at USC's Center for Visual Anthropology, where as a graduate student, he put together a Web page to accompany *Bui Doi: Life Like Dust*, a 1993 documentary about the life of a Vietnamese gang that he wrote and produced with another student. *Bui Doi* the movie went on to win the Grand Prize in the USA Film Festival in 1995, but Rothenberg was taken with the notion of presenting information in the new medium of the Web.

"I started thinking about crafting your own cybercommunity around a Web site," he says.

Not long after, Rothenberg got involved in the Mercury Project, a USC-run experiment that let regular folks participate in a mock archaeological dig, entering commands via the Web to instruct a robot arm to sift through sand at the "site" and uncover hidden treasure. The experiment was a hit, generating 60% of the university's Web traffic between fall 1994 and early 1995.

The project's success gave Rothenberg and several colleagues an idea. "We thought, if we could bury some commercial product in the sand, like a Coke can, this could be remarkable and we could all make a living at it," he said.

In fall 1994, Rothenberg, Michael Mascha—an Austrian-born anthropologist and one of Rothenberg's instructors at USC—and a third partner who's since dropped out, started W3 Design in Mascha's downtown Los Angeles apartment. W3 Design (http://www.w3-design.com/) quickly picked up several big-name clients willing to pay $10,000 and more for W3 Design to construct a corporate Web site, plus monthly maintenance fees. Among those clients are Paramount, which used W3 Design on a Web marketing campaign for the film *Virtuosity*; the TeamOne division of advertising giant Saatchi & Saatchi, KCRW radio station, and Fender Guitar.

By June, W3 Design had moved to offices in Culver City's trendy multimedia district and grown to seven employees, including HTML editors who earn $8 to $50 an hour. The same month the partners began paying themselves modest salaries, plowing most of their profits back into office space, equipment, and personnel.

Rothenberg fills his days dealing with clients and prospective clients, managing the staff, and fielding calls from people looking for work. He, like everyone else at W3, saves a few hours a week just to "surf" the Web.

"It's tricky because I'm so busy, but we have a company policy, you have to surf," Rothenberg

"Internet Pioneers" continued on page 237

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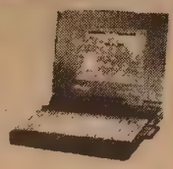

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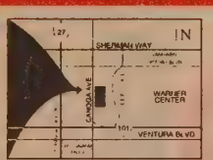

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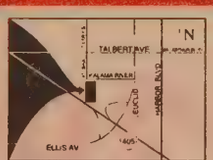

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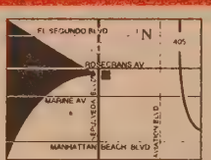

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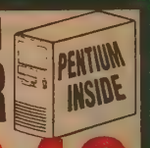

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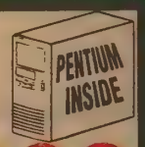

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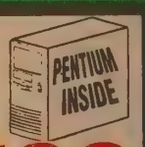

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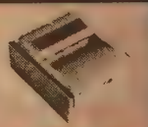

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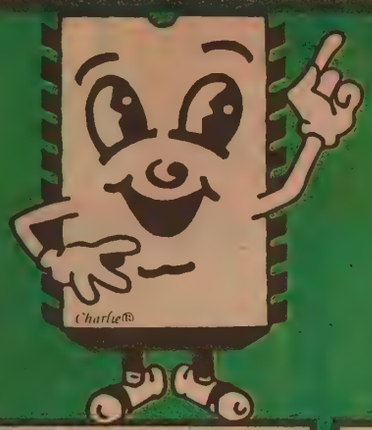

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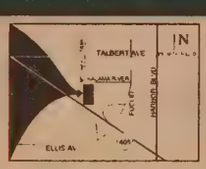

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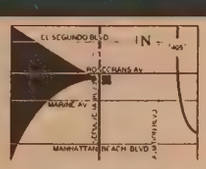

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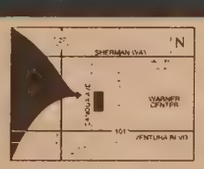

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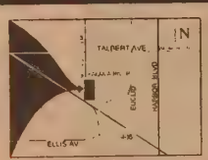

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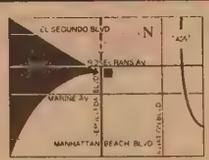

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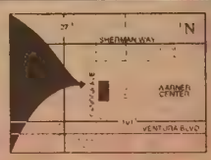

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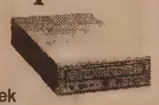

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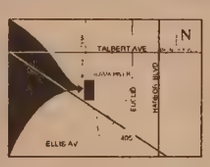

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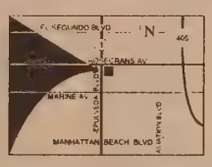

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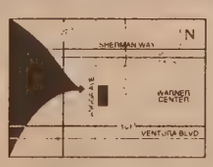

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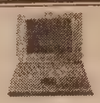

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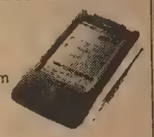

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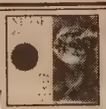

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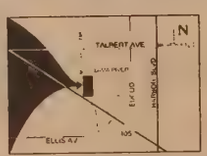

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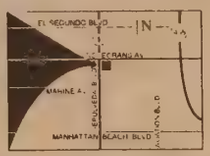

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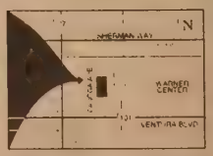

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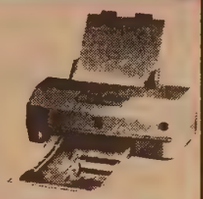

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WITH SCALABLE FONTS!

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- Four Scalable Fonts
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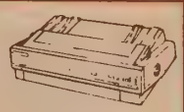

- 136 Column • 269 CPS Draft
- 10 Fonts • 2 Scalable Fonts
- 252 CPS Draft Mode
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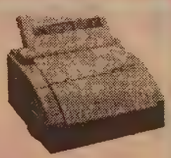

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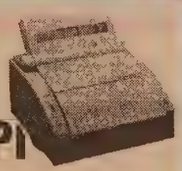

- Straight Papre Path Technology prints on a wide variety of stocks and sizes
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- Includes 61 fonts
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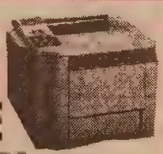

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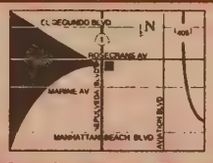

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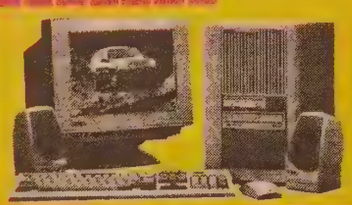

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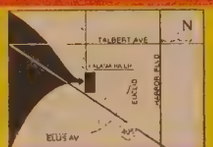

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28.8 BPS INTERNAL FAX/MODEM WITH V.34 / V.FAST

Internal Halfcard • Compressed data Through put of 115,200 bps
V.42 bis, and MNP 5 Data Compression
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Throughput up to 57,600 bps
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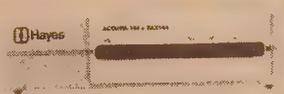

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- Cables included

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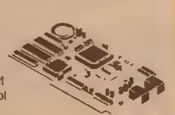

- Easy plug and play installation for Windows 95!!!
- 28000bps data/14,400 bps fax • Caller ID
- 5 year limited warranty • Complete Windows product
- Automatically negotiates the best speed and protocol
- Send and receive faxes in the background

SUP-28XP-PNP
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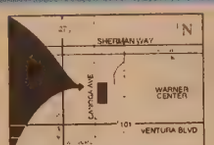

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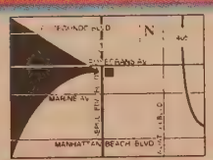

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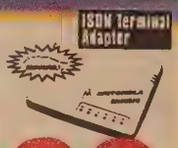

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- Access the net at super speed
- Plug & Play compatible
- Use a phone or fax while you surf the net
- Send and receive massive data files fast

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The fastest digital modem technology. 128 kbps, four times faster than the fastest analog modems, simultaneous voice, data, fax

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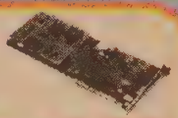

- USRobotics quality matched with Rockwell chips
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- Universally compatible with all standards of ITU-T (formally CCITT) Up to V.32 BIS
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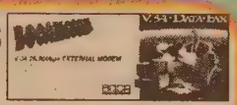

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- V.42bis Data Compression for Troughput Up to 115,200bps
- Backward Compatible with V.Fast Class (V.FC) and Lower Speed Modems
- Five Year Warranty

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BOCAMODEM V.34 28,800 bps Internal Fax/Modem

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High Speed Modem Coupler

CONNECTS A PORTABLE COMPUTER TO ANY TELEPHONE EASILY.

- Accoustic coupling with telephone handset
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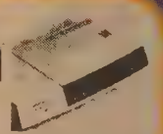

- Parallel Port Interface for true 28,800 bps throughputs in Windows-Standard Serial
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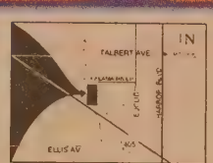

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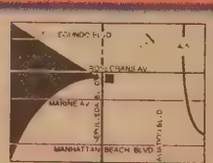

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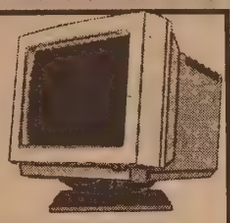

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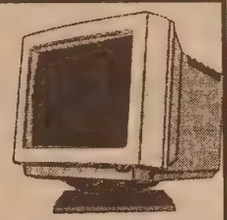

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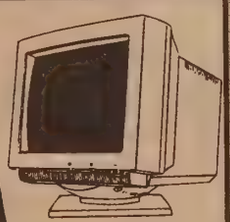

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• HI-Refresh

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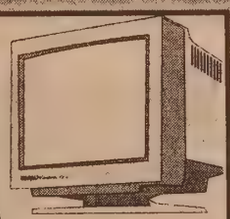

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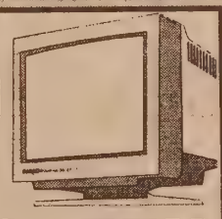

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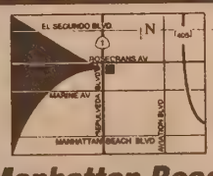

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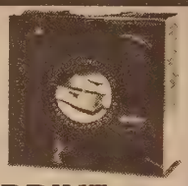

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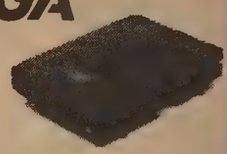

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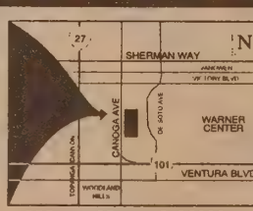

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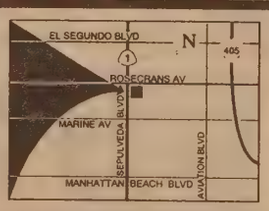

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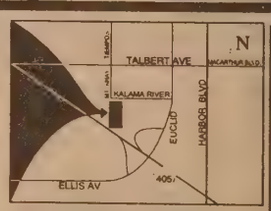

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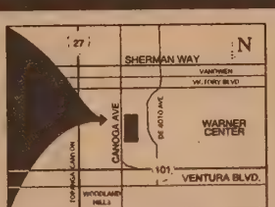

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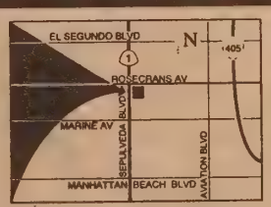

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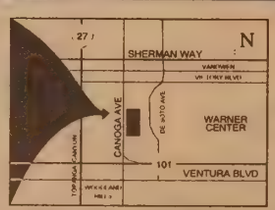

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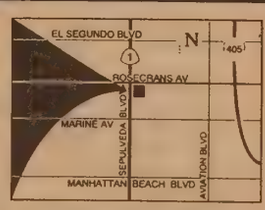

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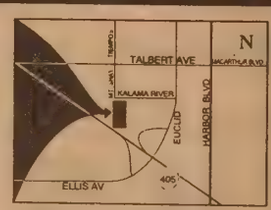

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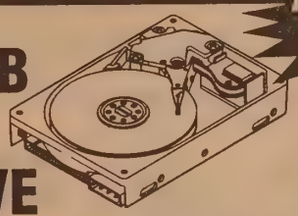

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- PI0 Mode 4
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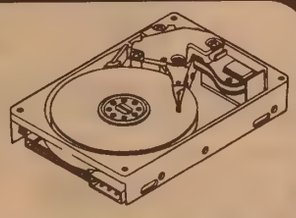

- 3.5" x 1ht. • 10ms Seek Time
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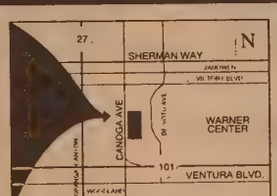

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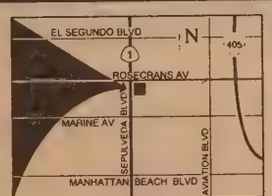

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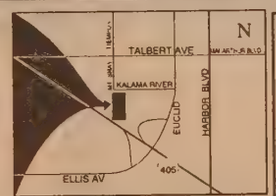

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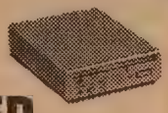

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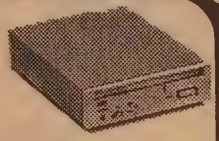

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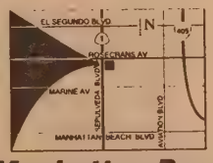

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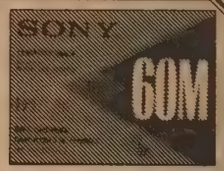

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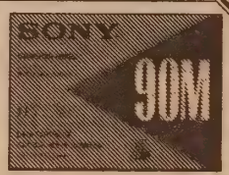

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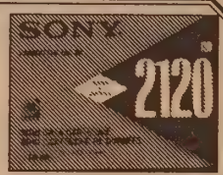

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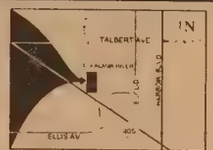

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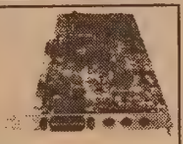

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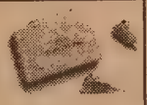

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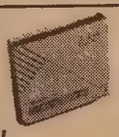

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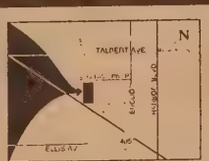

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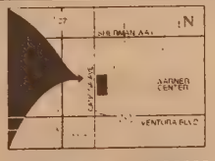

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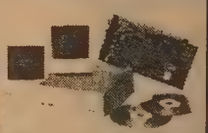

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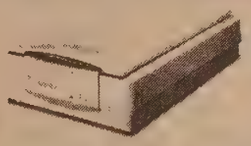

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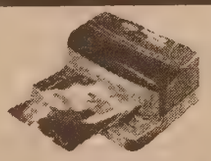

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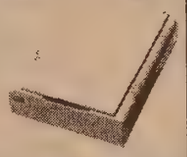

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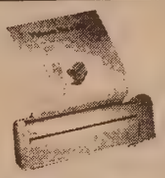

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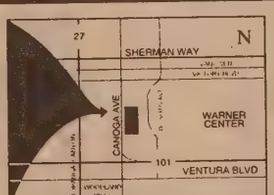

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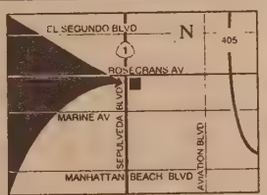

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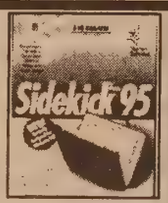

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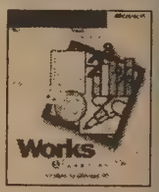

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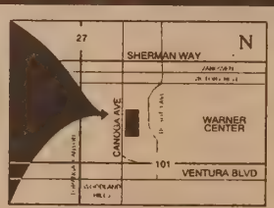

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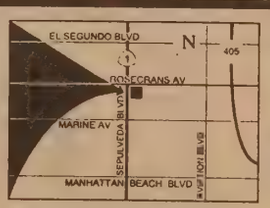

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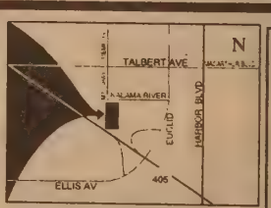

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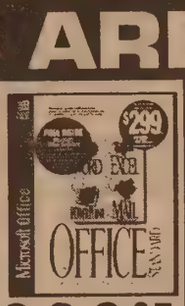

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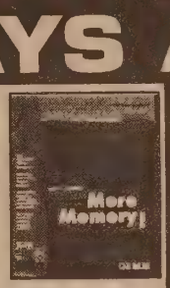

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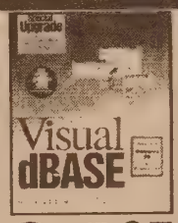

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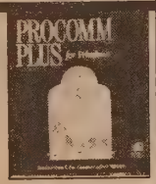

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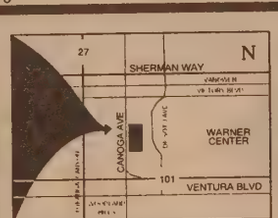

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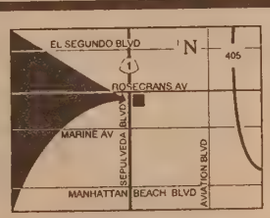

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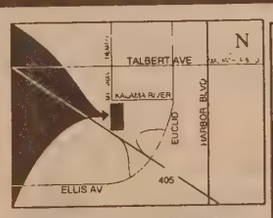

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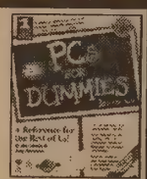

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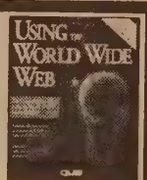

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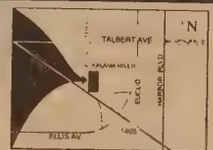

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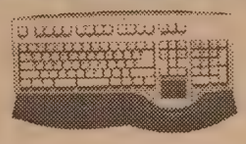

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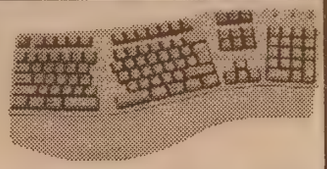

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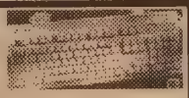

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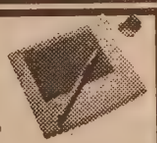

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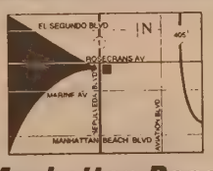

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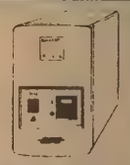

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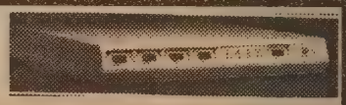

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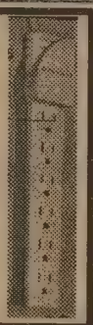

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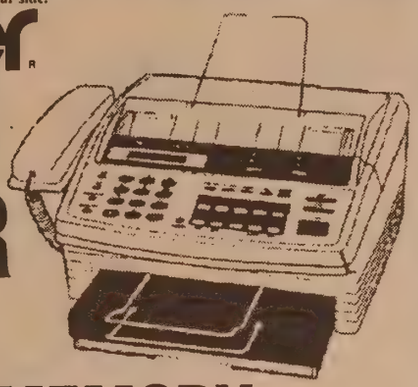

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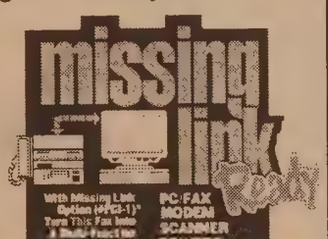

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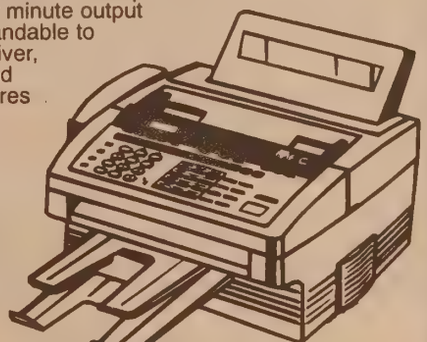

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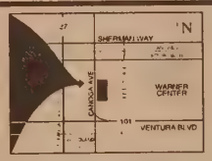

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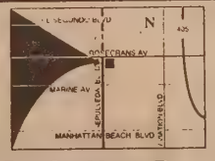

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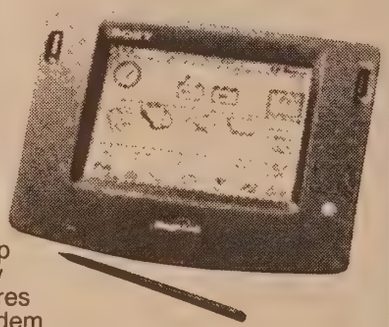

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Psion has redefined the state of the art in hand held computers with the new Series 3. It may be small, but this pocket-sized programmable computer comes equipped with features found in desktop machines plus powerful built-in software, including a full specification word processor and outliner that's compatible with Microsoft word. When using the Series 3 you will quickly learn from the system of graphic displays and option list how easy the Series 3 is to use. And with Psion's unique Multitasking Operating System, as many of the facilities as you want can be used at the same time! Other features include an automatic phone dialer,world information, a time and personal management file, powerful graphics programming language (OPL/w) which will enable you to write your own applications and two expansion ports for plug in SSD devices for unlimited memory and software.

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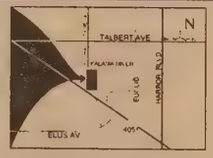

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ANSWERING MACHINES

Panasonic

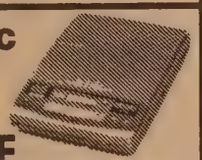
ANSWERING MACHINE

Answering System with Auto-Logic Operation, Tone Remote Control, Digital Display, Message Memo Recording and remote turn on, Auto-Logic Operation automatically rewinds, plays messages, stops at the last message and resets itself at the touch of one button.

$44.99

Model KX-T1000
#1498194

Panasonic



DUAL MICRO CASSETTE ANSWERING SYSTEM
WITH VOICE TIME/DAY STAMP

Panasonic's new dual micro cassette answering system offers an LCD Call Counter, marker message, room monitor, auto disconnect, electronic auto disconnect, electronic volume control, audible message alert, and much more for only...

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Model KX-T5100
#2043285

Panasonic

ALL DIGITAL 2 MAILBOX ANSWERING SYSTEM
WITH VOICE TIME/DAY STAMP

Panasonic's fully featured answering system comes equipped with 10 minute storage capacity, voice time/day stamp, 2 personal mailboxes with security, lcd display, message scan, 2-way record, selective message delete, message skip/repeat, auto disconnect, auto redial, 10 number memory, and much more! An invaluable addition to any home or office at just...

$129.95

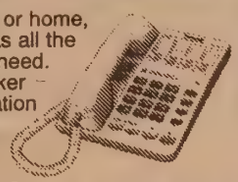
Model KX-T2840
#1914630

OFFICE PHONES

Panasonic

SPEAKERPHONE

For the office or home, this phone has all the features you need. It has a speaker phone, 28 station automatic dialer, automatic redial and much more.



$49.95

Model KX-T2315
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Panasonic

TWO LINE SPEAKERPHONE

A perfect compliment to your home or office, this two-line speakerphone comes equipped with 3-way conferencing, 20 number programmability, seperate ring switches for each line, and a local mode function. Now only...

$79.95

Model KX-T3120
#1510676

Panasonic

TWO LINE SPEAKERPHONE
WITH LCD DISPLAY

From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

$89.95

Model KX-T3175
#1745122

CORDLESS PHONES

Panasonic

30 CHANNEL PALM-SIZED EXTENDED RANGE 900MHz CORDLESS PHONE

This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

$199.95

Model
KX-T9500
#1948839

Panasonic

900Mhz CORDLESS PHONE WITH ALL DIGITAL ANSWERING MACHINE

Panasonic's highly anticipated 900Mhz cordless phone with all digital answering machine is finally here and it was well worth the wait! It's compact base and palm-sized handset make this the perfect addition to any home or office. Features include 10 number memory, 30 channel AutoScan, 3 personal mailboxes, 2-way/memo recording, intercom with 2-way paging, pager call, message scan (scans the first few seconds of each message),and much more. Now just...

$329

Model KX-T9550
#2068220

FAX MACHINES

Panasonic

FAX MACHINE
WITH PAPER CUTTER AND SPEAKERPHONE

Panasonic line of fully featured fax machines start with this compact model which includes 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

$279

Model KX-F550
#1944271

Panasonic

FAX MACHINE
WITH PAPER CUTTER, SPEAKERPHONE AND ALL DIGITAL ANSWERING MACHINE

Panasonic line of fully featured fax machines includes this compact model which with 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

$345

Model KX-F750
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Panasonic

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WHILE THEY LAST

WITH 20 PAGE MEMORY

The ultimate plain paper fax from Panasonic features a jumbo LCD display, 70 page paper cassette, adjustable letter/legal tray, 32 level halftones, polling, activity reporting, 20 page document feeder, broadcasting to 128 locations, fax transfer, enlargement and reduction copierfunctions, fax/tel switch, 28-station one-touch dialer, 100-station speed dialer, telephone directory with alpha-search.

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Model KX-F3000
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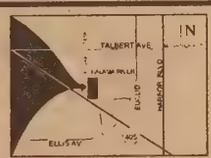

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SPEAKERPHONE

This ingenious telephone uses dual ringers with distinct ringer sounds and seperate ringer controls for each line! By pressing the conference button you will be able to conduct a three way conversation. An excellent value at only...

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Model 2-9320
#1674277

AT&T

SPEAKERPHONE

AT&T's popular speakerphone comes equipped with 12 number memory, redial, ringer adjust, mute, flash, and receiver volume control (a helpful feature for those who are hearing impaired or in a noisy environment). Now just..

$49.95

Model 706
#1781315

AT&T

SPEAKERPHONE

With features like hands-free speakerphone, 32 number memory, hold, receiver and speakerphone volume control, last number redial, flash, ringer control, programmable pause, mute, just to name a few, this AT&T speakerphone will be an excellent addition to any home or office at only...

$49.99

Model 825
#1955046

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FOUR LINE SPEAKERPHONE

This deluxe four-line speakerphone is capable of handling up to four lines with a maximum of 16 stations. Its convenient 32 number one-touch telephone memory, along with all station page, intercom, call transfer, busy redial, flash and much more make this the perfect addition to any home or office at just.....

$149.95

Model 2-9450 #1768637

COPIERS

XEROX

LETTER/LEGAL COPIER

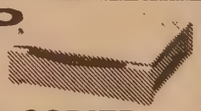
Don't settle for a copy when you can have the original... Xerox. This model offers a paper tray that stacks 40 sheets, a built-in carrying handle and removable storable paper trays, multi-copy capability which can be set from 1 to 9 copies or "C" for continuous up to 20 copies, and automatic exposure which scans documents for degrees of lightness or darkness to determining the appropriate exposure setting. An invaluable addition to any home office. Refurbished to work like new at only...

$279

MODEL 5222B
#2040662

SHARP

LETTER/ LEGAL PERSONAL COPIER



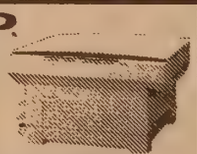
Compact and lightweight, this Sharp copier weighs only 17.5 lbs. and fits virtually anywhere! Yet, it even lets users make multiple copies up to legal size (81/2" x 14") originals onto a wide range of papers from 81/2" to 4" x 6", allowing an expanded range of applications. Other features include auto exposure, 50 sheet paper tray capacity, auto start function and much more! An excellent value at just.....

$399

MODEL Z-27
#1892837

SHARP

LETTER/ LEGAL COPIER
WITH STATIONARY PLATEN



This durable Sharp copier utilizes a stationary platen, a space-saving feature that eliminates the possibility of the copier bumping into objects while in operation. The variable zoom ratio setting adjusts between 70% and 124% in 1% increments giving you more copying flexibility and versatility. Other features include large capacity 250 sheet tray, continuous copy (up to max. 50), auto start, and letter/legal capacity. An excellent value at...

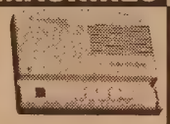
$679

MODEL Z-85
#1903740

ALL DIGITAL ANSWERING MACHINES

CONAIR

ALL DIGITAL ANSWERING MACHINE



Conairs fully digital answering machine allows you to avoid the hassle of constantly rewinding and fast forwarding tapes typically found in answering machines, within seconds you can skip forward of backwards to the message of your choice! Features include tone remote control, ring select, flashing message counter, call screening, auto disconnect, vox, and much more. Now just...

$34.99

Model TAD-1200
#1978539

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ALL DIGITAL ANSWERING MACHINE
WITH THREE MAIL BOXES

With three mailboxes to choose from, members of the household can have messages stored for them in their own mailbox! The all digital capability eliminates the need for moving parts and allows for instant playback of incoming messages-no need to wait for a tape to rewind or fast forward! Other features include voice time/day stamp, two outgoing messages, digital counter, selective message erase and much more for only...

$59.95

Model 2-9876
#1839261

SONY.

ALL DIGITAL ANSWERING MACHINE
WITH TIME/DAY STAMP

This innovative Sony all digital answering machine features a slim space saving design which allows a phone to be placed on top of it. Other features include variable-speed playback, voice time-day stamp, digital message counter, audible message alert, and more. Now just...

$99.95

Model TAM-2000
#1949793

AT&T

ALL DIGITAL ANSWERING SYSTEM SPEAKERPHONE
WITH 2-LINES, 4 VOICE MAILBOXES AND 26-MINUTE TOTAL CAPACITY

The individual voice mailbox system, voice/time stamp, handset play back and record, display screen, indicating time, day, and number dialed, and 2-way call recording.

$199.99

Model 1872 #1954997

900 MHz CORDLESS PHONES

VTECH

DIGITAL 900MHz CORDLESS PHONE

From VTech a leader in 900MHz cordless phone technology come this feature packed unit with 10 channel selection, a digital voice encryption system, out-of-range indicator, four programmable ringer types, one-way page, 10 number memory, mute, flash, hold, and last number redial all for the incredible price of only...

$159.95

Model 900 NDL
#2071994

SONY.

40 CHANNEL 900 MHz CORDLESS SPEAKERPHONE

By combining 900MHz Enhanced Reception with a 40 Channel Auto Scan system, Sony has designed a cordless phone that not only provides clearer transmission with less noise and interference than conventional 46 to 49 MHz cordless phones, but also gives you enhanced channel selection resulting in greater flexibility if you encounter interference during a call. With 2-Way Paging/Intercom, Base Speakerphone, 3-Way Conversation, 20 number memory, last number redial, flash, and more. Sony has designed the perfect cordless phone for the home or office at only...

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MODEL SPP-ER1
#1839009

uniden

TWO-LINE 900Mhz CORDLESS PHONE
WITH DUAL KEYPAD SPEAKERPHONE

By utilizing Digital 900Mhz Spread Spectrum Technology along with Two-Line Operation. Uniden has developed the ultimate cordless phone. Other features include dual keypad speaker phone, intercom, two-way page/find, conference calling, 20 number memory, Call monitor, and much more. An excellent value at just...

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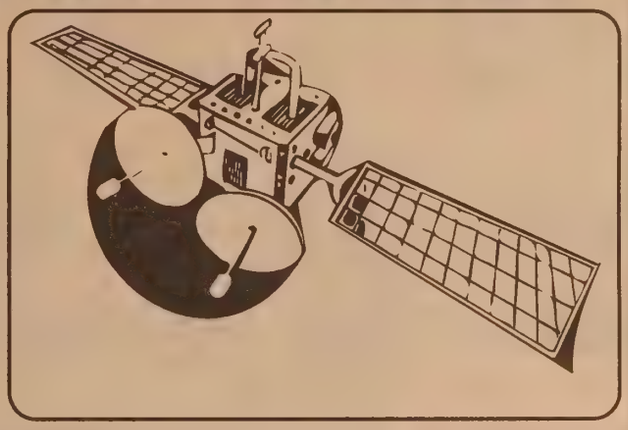

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$598*

MODEL DS-1120WR
#1942578

** After $100 Mail-in Rebate from RCA*

SONY. DIGITAL SATELLITE SYSTEM (DDS) DISH AND RECEIVER

Sony's new DSS system is compatible with more than 175 channels of DirecTV and USSB programming. CD quality sound and over 400 lines of digital video resolution work together to give and outstanding home theatre experience. Other features include Sony's signalseeker LED for easy install and a universal remote.*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

$648

MODEL SAS-BS1
#2026112

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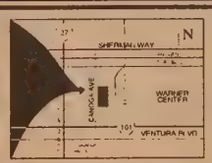

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- **Multimedia 101**
  What's A Little Sex & Violence To A Dead Fish?
  Would You Like That Panel Wrapped? 162
- **Amiga**
  The Video Toaster Flyer
  Digital Editing For The Masses 173
- **VideoNet With QuickCam And CU-SeeMe**
  Online Videoconferencing For Everyman 184
- **Alternate Realities: Past And Future**
  Juli And Harry Benke's Digital Worlds 189

MULTIMEDIA 101

What's A Little Sex & Violence To A Dead Fish?

Would You Like That Panel Wrapped?

Last year's Christmas selling season was widely predicted to be the make-or-break opportunity for multimedia titles to enter the consumer mainstream. A simplistic prediction, and one that, ultimately, was off-base.

Consumer multimedia is still struggling to be viable in more than niche markets, but it's hardly out for the count. New forms and definitions of digital media, such as the World Wide Web, have provoked mass press hysteria in the past year, but CD-ROMs have not actually been replaced by anything—yet.

Neither have multimedia developers walked away from the whole market as a bad idea, although some may have walked away from portions of it. This year, in fact, we enter the Christmas selling season with another chance to establish multimedia as something more than videogames and encyclopediae: quad-speed CD-ROM drives are now becoming widely available and most consumer computers claim to be "multimedia ready." But...it's just another chance. I predict that, at best, there's still a rough road ahead for consumer multimedia.

While we've seen plenty of improvements in content, design, and technology, it still seems to me that there's something lacking from all but a very few titles. Some of this is due to things like the speed of the machines and the size of the video window, things that obviously will be improved as technology marches on.

Still, a good portion is the result of poor content organization and navigational limitations. I find there to be little interactivity beyond the equivalent of page turning, VCR controls, or, if I'm really lucky, some copying and pasting into my own show. Sometimes it's pretty imaginative page turning, but I'm becoming increasingly less satisfied with the bells and whistles—I want to drive the engine.

While it's supposedly true that no one ever went broke underestimating the taste or intelligence of the mass market, I suspect that, once the gee-whiz, "look-what's-on-my-computer" factor is finished, many others will not be satisfied for long by the present state of computer-based consumer media and interactivity. Researchers are at work trying to fix this, but it's a substantial design problem.

Some current titles tackle the problem imaginatively and come up with somewhat rewarding solutions, but overall it'll be expensive to solve; who knows how long it'll really take to trickle down to the consumer market, and who knows what the production and marketing issues will be?

And, in a Catch-22, unless we get some standardization akin to conventional page turning, we're in a continual learning curve for users and designers alike where, unless an idea is remarkably good, effective, and widely accepted, bad ideas become shoddily copied and commonplace, gimmicky, and, quite soon, clichéd!

Time alone will tell, but combining these cultural and business forces with the design issues causes me to predict an even rougher road ahead for consumer nirvana than it appears at first glance.

Others are pessimistic for their own reasons and in their own areas. On August 17, Bob Ayers presented one of his Last Saturdays schmoozeathons—but this time with a difference. Before the networking portion of the evening, the event included a panel presentation ostensibly on the "Market and Funding Outlook for Non-

I'm becoming increasingly less satisfied with the bells and whistles—I want to drive the engine.

BY JONATHAN E

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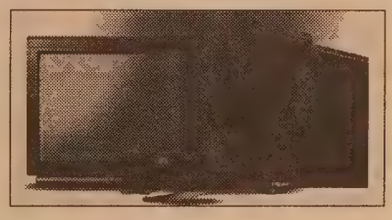

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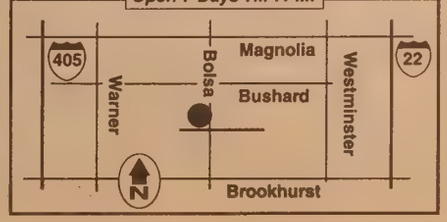

MULTIMEDIA 101 *continued...*

Violent, Non-Sexist Consumer Multimedia," the idea being to discover whether venture capitalists are likely to fund anything other than videogames with their stereotypical and commercially appealing qualities of adolescent-male role playing and blood-splattering virtual action.

In practice, the panelists tended to address the overall state of the multimedia market rather than the narrower issues of sexism and violence. There was a fair cross-section of executives from the multimedia community: a venture capitalist, Ruthann Quindlen of Institutional Venture Partners; a marketing specialist, Solange Van Der Moer with the Infinity Marketing Group; a couple of developers, Marc Canter of Canter Technology and Jay Samit of Jasmine Multimedia; a journalist, Anthony Perkins of *The Red Herring*; and a representative from a tool maker, David Wertheimer of Oracle. Amidst the usual panelist dross of self-advertisement and bickering, there were nuggets of wisdom and insight into the current state of the consumer multimedia business.

I happen to have been the moderator and, in the grand multimedia tradition of repurposing, present a few of those nuggets.

THE STATE OF THE MULTIMEDIA MARKET

David Wertheimer opened with a concise summation of the current overall state of affairs, "What is consumer multimedia? Until now it has mostly been CD-ROM.

"There are really three issues with CD-ROMs. First, there is what I would call a technology-and-creative gap. There are a lot of people who have ideas for a CD-ROM and who are creative; they have ideas that they would love to be able to express, but the medium will not allow them to express them in the way that they see fit. That's a problem.

"Next is that the market, from a critical mass standpoint, really isn't there.

"And the third thing is that the business model is basically broken. Plenty of people are making money, but there are a lot more people not making money. The market reality is that you are selling CD-ROMs as a consumer product through a business software channel. This means that you spend 15% of your $40 licensing and manufacturing a CD-ROM, you pay 8% to the distributor, you pay 30% to the retailer, 10% just to make sure that it gets on the shelf, maybe in a good location but in a store where still no one will know anything about it, and then you've made 37% on your CD-ROM, which is about $15 out of your $40.

"You can see why not a lot of people are making money there. I think that business model is broken. I think the distribution channel is wrong. That's the bad news—and the good news is that I think all of these things are changing. From the creative-and-technology gap point of view, processors are getting faster, computers are getting better, the tools are getting better, and multimedia technology is being built onto the motherboard, which are all going to help. On critical mass, we all know that multimedia PCs are shipping in large numbers now.

"And the price of CD-ROMs is starting to go down. That's bad from the gross margin standpoint but good from the volume standpoint. I think that when CD-ROMs get to $19.99, consumers will spend a lot more absolute dollars."

Marc Canter:
"If you really talk to the videogame guys, they're truly anesthetized to the violence in the thing that they're creating. They're really into the fact that this little thing is strobing between blue and yellow or that the grass looks a little better than in the last version. But fundamentally these guys just pump out the same crap over and over again."

Attempting to get to some sex and violence, I rudely cut him off by asking if Oracle's new technology would make more mature content likely to be more successful in the marketplace. He replied, "Absolutely. The better the technology gets, the more reasonable it's going to be to create products that are tailored to consumers, that are database driven. It's a function not only of the work Oracle is doing on the tools side, but also the distributed nature of the networks that are being set up—online services and the Internet and eventually broadband networks—which is going to change the dynamics of these things.

"Online is really what it's going to be about—and I think that begs for nonviolent, not-shoot-'em-up types of games. It begs for information-rich types of applications, which is what we're focused on. When you're constrained to 750 megs of information on a CD-ROM, that's an issue. When you have a virtually limitless world, it changes the dynamics of the type of title that you can create.

"I think those are the type of applications that are really going to win long-term—especially when people are hooked up to online sources of information where the game or title can be rich and deep as opposed to rich and thin."

THE CRUEL TRUTH

Ruthann Quindlen, representing the venture-capitalist point of view, admitted, "The topic is about violent and sexist multimedia and I guess I don't have a lot to say about that because if it sells a lot we'll probably support it." This hopefully somewhat tongue-in-cheek remark provoked a fair amount of relieved audience laughter. She continued with the observation that the market almost expects violent aspects to titles, citing the example that even a good flight simulator, "an awesome, engaging game," draws the question, "When are you going to add the guns?"

She went on to explain that venture capitalists quite specifically do not fund individual titles. They fund companies with "a series of products. We're looking for the management, the long-term thinking, and a product line that allows you to build a company." However, she added, "It's really hard to get titles companies funded, any kind of title company right now, because the economics are really serious." She referred to the difficulties Wertheimer had detailed, along with the "rising costs in terms of trying to make the content meaningful," and noted that even though companies like Brøderbund and the Learning Company in the edutainment market are doing well, it is extremely difficult to get started in the current environment.

Addressing the entertainment market, she said, "We're a little more interested in that because we think that's huge. It's got all the same problems that the edutainment market had...[and] it's very bleeding-edge technology." Quindlen noted that Bill Gates has also stated, "Even with all the CD-ROM stuff we're in, the only one I really believe in is games 'cos that's the only one that's large enough that we can make money." Quindlen declared, "I didn't like that 'cos we're in the same markets too, and if they're coming in I don't want to be in those."

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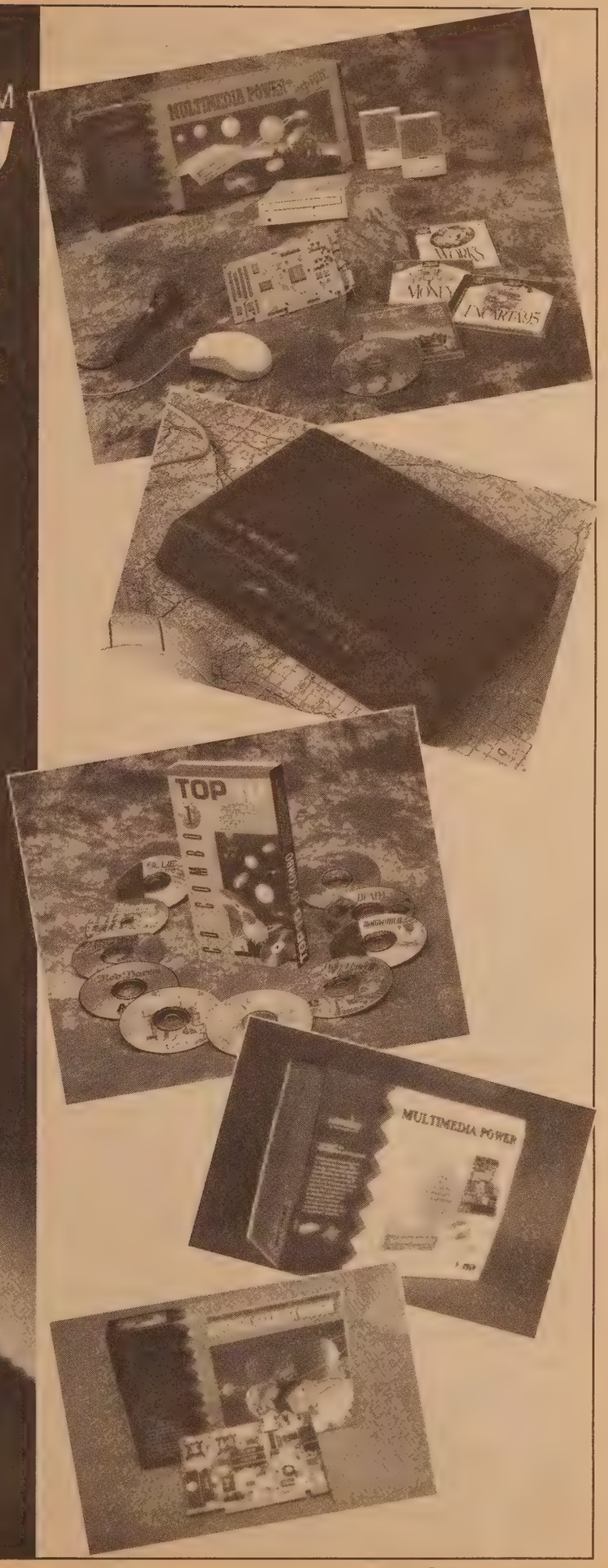

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MULTIMEDIA 101 *continued...*

She pointed out that with other special interest categories, such as golf or photography, the basic commercial truth is that "they're difficult because you've got to have a broad enough audience." Again echoing Wertheimer's and Oracle's belief in the online future, she mentioned that the recent investments Institutional Venture Partners have made in digital media companies are all in online ventures.

MARKETING MISCONCEIVED MISTAKES

With a background in real media, the record, film, and television businesses as well as the software business, and having "made it a point to live on the bleeding edge of those businesses," Solange Van Der Moer began by concentrating on the marketing mistakes and misconceptions made by so many multimedia developers and publishers.

She pointed out that there's a lot of "whining about not enough shelf space and 'What will we do when we have more than three hundred titles?'—a point we've long since passed."

However, as she then said, "I really don't understand what it's all about, because the film business went through this, the record business went through this, every single entertainment form and media form that you can think of went through this process and every single one of them had stinky, caca economics when they started out. Many of them still do, and many of them are hits driven.

"In the music business it's a good $300,000 for your average midlist musician to get a release pressed and into the channel and promoted. If you're lucky, you get a hit one in twenty times. But the business model is such that you know it's hits driven and so you take a risk on several midlist titles. But it's important for one reason and that's diversity."

She then segued into some positive comments and suggestions. "The one comment I want to make about entertainment is that right now we have this assumption that entertainment content is games. I don't agree with that. Entertainment can come in many different forms.

"I'll talk about the 50%, or maybe 52% that aren't turned on by twitchware. However, these people with the X chromosomes, the women, the girls, they love Sim City, they love simulation games. Jasmine's product, Vid Grid, is a huge hit amongst girls. That's entertainment, those are games.

"Biographies about individuals with a large following, golf and sports titles are also a form of entertainment.

"So I think the issue of content is more about really knowing your audience and matching your content to the interests of a particular audience. More particularly, understanding that you have to use different channels. You have to use the channels that that audience uses. I've said this for years, 'Mommies don't shop at Egghead.' So that's not where you put product that is targeted at mothers. How about 1-800-DIRECT in *Parenting* magazine?

"We have a very myopic view in this industry—it's very software-centric. The distribution methodology is extremely software-centric. Its contracting and licensing is sort of print-publishing-centric, its PR and marketing is not very good. It's much more important to understand who one's audience is and deliver on the promise of multimedia for that particular audience. The only way you're going to know how to reach them efficiently and effectively is if you understand who you're trying to sell to—and who you're trying to communicate your vision to."

FREE MARKET AND THE RED HERRING

Anthony Perkins made a spectacular and successful attempt not to address the issue while advertising *The Red Herring* as much as possible.

He did, however, assert that there are indeed companies that make money without pandering to violence, and further stated, "As a parent myself, I'm questioning how much time I want my kids playing games at all. I'm not sure that there's a real value here in general, but certainly exposing them to Mortal Kombat or whatever is going to have some kind of desensitizing effect and that's not good.

"Yet, I think we live in America and we have to allow these things and then people just have to vote with their pocket books." His version of laissez-faire includes his right as publisher of *The Red Herring* to refuse advertisements for pornographic titles.

JAZZED WITH JASMINE

Jay Samit, who's published well over one hundred multimedia titles through Jasmine Multimedia and made money on every one without resorting to violence, first took a strong principled stand:

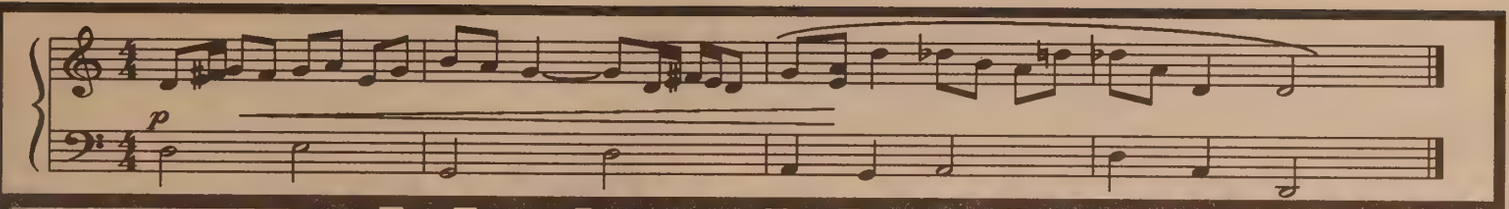
"It's not what we could do, it's what we should do. I have no problem with violence in movies, I have no problem with violence in music, I have no problem with violence in most of the passive arts. But that's radically different from having a kid locked in his room for four to eight hours creating a snuff film. And, as 32-bit and 64-bit machines are getting up there, that's basically what they're doing, they're getting more and more bloody and doing more dismembering. I've got better things to do with my life, and my programmers' talents are better spent making the world a little bit better."

He found with his own children that they were not interested in the violence and destruction of Nintendo games after being exposed to constructive activities.

Like Van Der Moer, he emphasized the need for creative marketing and strategic thinking to make a profit in today's multimedia marketplace. For this season in particular, he's following an unusual course: "Last year I looked at Christmas '95 and saw that the channels are going to be stuffed. Retailers are going to charge you $20,000 in promotional and positioning funds for a $9000 order. That means that it would be cheaper to back up a truck and hand out product free at the mall than to go through CompUSA. It's self-liquidating promotions. If you think that it's going to build market share and that if it sells through they're going to reorder, no, they've already committed the space to some other sap that got venture capital.

"We have over eighty titles coming out this quarter and none of them are on computer retail shelves. We have one that's going out to over six thousand retail locations. We're getting sixty-seven separate SKUs into that chain, they have no other CD-ROMs. It's not a consignment sale, it's a purchase. If they don't sell, it's their $20 million. There are ways to change the rules.

"Being that I'm the boss, every so often I get to pick a project. Mine this year was a project that everybody in the company said, 'Don't do it!' It's a guy named Al Hirschfeld, a cartoonist for the *New York Times*. As I grew up I always loved his work. When I heard he was still alive and still drawing, I said. 'We've got to do a title. We'll put all of his thousands of works in there, have him design the interface, include interviews with him, and inspire people to draw.' It's a neat little niche thing, but it's such a niche thing, how are you going to make a buck? Well, the way that we're making a guaranteed buck is



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MULTIMEDIA 101 *continued...*

that it's coming out in two editions—the retail edition for all of you to buy, and a signed and numbered edition, signed by the artist, at $1000 a pop. They are almost all sold out. We're doing a whole signature series of other great artists."

However, he was pessimistic about the fate of others in the industry, "The negative side that's going to happen this year is that if you were to make a list of every multimedia company you can name, 50–80% percent of them will be gone by next year. This is Hollywood in 1920—six to seven hundred film companies cranking out films. This is the record industry in the early '60s with five hundred odd labels.

"Distribution is key, distribution is God. There will only be five major players. Distribution has already moved from being software to mass-market. There is a big enough installed base to make money today, and there are big enough niche markets where people will love to buy a title.

"But the bottom line is that if you have a good idea that has a mass market, you've got to make it so it plays on a mass-market platform—the Mac is not a mass-market platform. It is a tool for developers, for the art community—it doesn't have the installed base to do the huge numbers and retailers aren't stocking for it."

Another key to Jasmine's success is that "we're constantly looking for titles. We're the only company that I know of that has an open pitch day every Friday. Anybody can talk to the president, Jay Samit, and you get your thirty seconds or five minutes or half-hour or a contract. People have walked in off the street, knowing nothing about computers but they understand marketing, and have walked out with several hundred thousand dollars.

"You can come in with something that's almost done or completely done. The further done you are the better your royalty will be—but the more rework that you're going to have to do when we're going to tell you what you did wrong, not because we're mean or because we know everything, but because it's our buck and we're going to bet it on what we think is the best candidate—and that's usually taking not your little cartoon character that you've developed for fun but somebody else's cartoon character that everybody already loves."

RANTING WITH CANTER

Marc Canter closed the presentation with a brass-tacks examination of, or maybe a rant about, the artist's role in society and the artistic approach to producing satisfying work without starving.

"I want to talk about the difference between art and money. I guess not many of you really care about that, but in fact who makes a good record exec or a film exec or a software exec are those people who realise that the best creative people are in it for the love of it, and not just to make money at it.

"That's something that I think really eludes most money people. They wake up in the morning and they want to make money, they spend all day making money, they go to sleep thinking about making money. Their job is to participate in a system that develops and sells products, and they've missed the point that there are creative people who've made this stuff up in the first place.

"The odds are that the artist wants to pay his bills or go out to dinner or drive a nice car, but he's probably not doing it for the money. And that's where the dichotomy comes in, that's why venture capitalists fund videogame companies because they want to make money. It's funny because if you really talk to the videogame guys, they're truly anesthetized to the violence in the thing that they're creating. They're really into the fact that this little thing is strobing between blue and yellow or that the grass looks a little better than in the last version. But fundamentally these guys just pump out the same crap over and over again.

"So the dichotomy of this industry, as it tries to figure itself out from the roots and tries to grow to be a big tree, is that it keeps needing this constant funneling of money into it. Eighty percent of it is wasted as the trade magazines and the trade shows make money, and there's an absolutely incompetent channel of people who would be selling shit on a stick, it really doesn't matter to them.

"What's funny is that I actually thought this whole panel would be talking about violence and sexism. No one has really talked about the whole issue, which is sexism and violence. Whether it's Tipper Gore or Jack Valenti or whatever the latest efforts of censorship, there seems to be this kind of kneejerk reaction that there are actually art forms that could be blamed for this mess. Ghetto youth have no other way to express themselves than to talk about their life—and they're to blame for that somehow.

"Women of the world have to go do what they have to do to survive. But this whole system is white-male dominated—and we're all somehow surprised that the white-male-dominated thing is happening. It is a white-male-dominated world and they're making money and the way they make money is with videogames and violence.

"Surprise, surprise, that's called television, that's called music. What's the big deal here? That's the world we're in. Whenever a new platform comes out, first, there's religion, then there's pornography, then there's violence, and then there's just a little bit left over for the rest of us. That's with every new platform and every new technology there's going to be. Unless you change the people and society you're going to have racism and sexism and violence.

"So for me, it starts with what are the things that are inspiring, that can change that. I think that interactive music videos are a different way of doing things—but if it's your job to make money then you're going to invest in videogames. If it's your job to make art, you're going to go get tempera paint and a guitar and go make art.

"I dream of this time when we can make money with art. Our whole society judges people based upon how much money they make. So as long as you have that—no, you're not going to have people funding nonviolence.

"Part of that also has to do with the vicious cycle of Wall Street. Even if someone can raise $540 million, you've got about twenty-eight months, maybe thirty-two months, and then 'round about thirty-six months someone comes knocking on your door, 'Where're my profits at better than 10% a year?'

"So as long as that short-term-sightedness continues, people will invest in videogames. If we could have a ten-year cycle, you could afford to not invest in what is the short-term return. But I believe you can be a funky artist in this business and make money. I think the riskier you are, the more outrageous you are, the better chance you have of making money." ■

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Oracle's David Wertheimer:

"I think information-rich applications are really going to win long-term—especially when people are hooked up to online sources of information where the game or title can be rich and deep as opposed to rich and thin."

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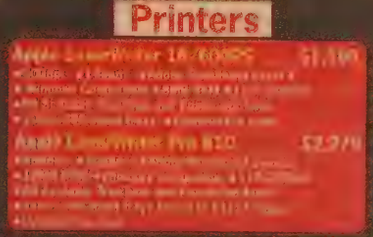

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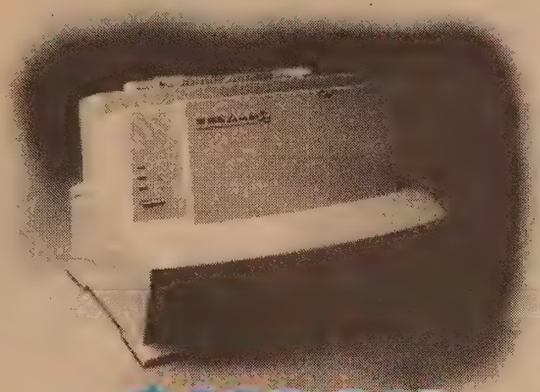

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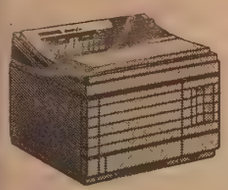

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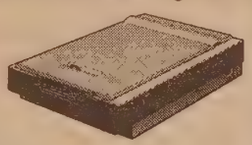

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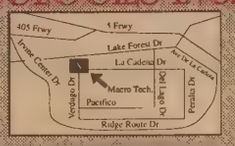

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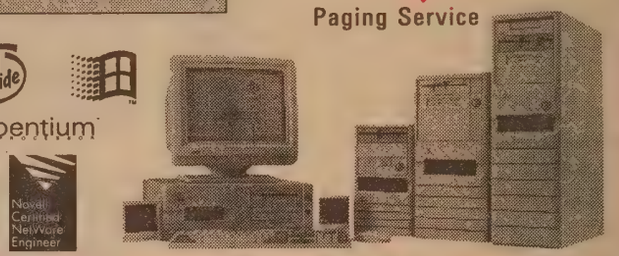

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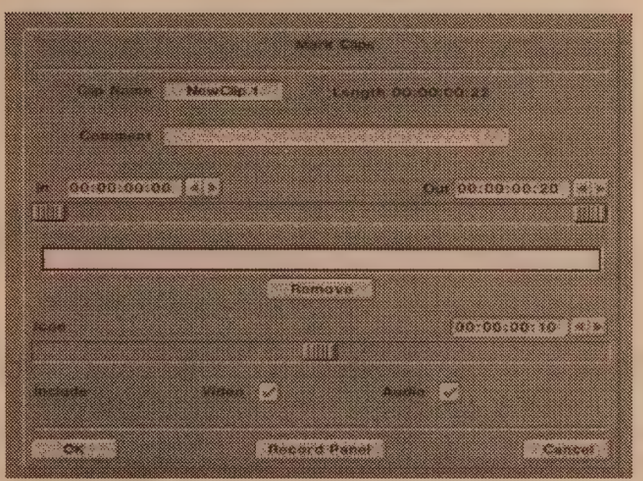
The Video Toaster Flyer

Digital Editing For The Masses

Yes, I'm finally going to review NewTek's Video Toaster Flyer, arguably the first "affordable," easy-to-use, online, broadcast-quality, nonlinear digital editing (NLE) system. (Whew! No wonder NewTek just calls it a tapeless editor.)

The Video Toaster Flyer lets you put together combinations of video and audio clips, computer animations, stills, graphics and titling overlays, real-time transition effects, etc.

The general interface is identical to that of the Video Toaster 4.0 software, which I previewed in *MicroTimes* two months ago. The difference lies in the ability to use and manipulate Flyer video and audio clips.



Panel used to create Flyer clips from digitized video.

WHAT YOU NEED

To use the Flyer you must also have a Video Toaster card (original or Toaster 4000). Finding the proper installation route in the manual is a bit confusing due to the number of possible combinations of Amiga models and Video Toaster/Flyer cards. You may need professional help (for installation!). However, the instructions are well done and include lots of pictures. I had my board up and running in under one-half hour.

Besides the Toaster and an Amiga, you'll also probably want three dedicated hard drives. Two of these must be SCSI II; they're used for video, providing A-B switching capability. The third can be SCSI I and is dedicated to audio. Taking into account some overhead, you'll get roughly four minutes of video per gigabyte at the highest-quality setting. Audio is much less demanding; 1GB will handle about 100 minutes.

You can also connect a CD-ROM and DAT/Exabyte tape drive to the Flyer's SCSI bus. The latter provides project archiving with built-in tape handling capabilities. It is interesting to note that Flyer devices are accessible from the Amiga side and seem to be available for normal storage. However, saving files there might cause a playback conflict, since Flyer assumes it has total control over the SCSI buses.

BUDGET SYSTEM

If you are a LightWave animator, you'll be happy to know that a "budget" Flyer system can be set up using a single video drive. This is perfect for doing animation recording or a cuts-only edit—i.e., no A-B rolls.

However, it would be very easy to pre-render simple fade transitions as part of the animation itself. Since you can export Flyer clips as separate files, this workaround should also work for captured video, although it might be a bit time consuming. Audio captured with video will be available on a one-drive system, but to add a background audio track you'll need to have a separate audio drive.

BY DOUGLAS J NAKAKIHARA

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AMIGA *continued...*

WHAT DRIVES WORK

Buying the right Flyer drive is not a trivial matter. At the highest-quality setting, the Flyer is pumping around 5MB of data a second—no small feat for a hard drive. Forget about relying on specs or hanging your hat on a manufacturer's "AV" designation. Only certain drives will work and you can't even depend on the model number! The safest route is to purchase your drives from an authorized NewTek dealer who will guarantee compatibility with the Flyer in the highest-quality mode. Naturally, these will come at a premium price.

For this review, rather than going through the hassles of setting up a full-blown Flyer system at home, I enlisted the help of T. S. Computers in North Hollywood. They were more than happy to accommodate me, and spent several hours demoing the Flyer and fielding my questions.

THE FLYER CARD

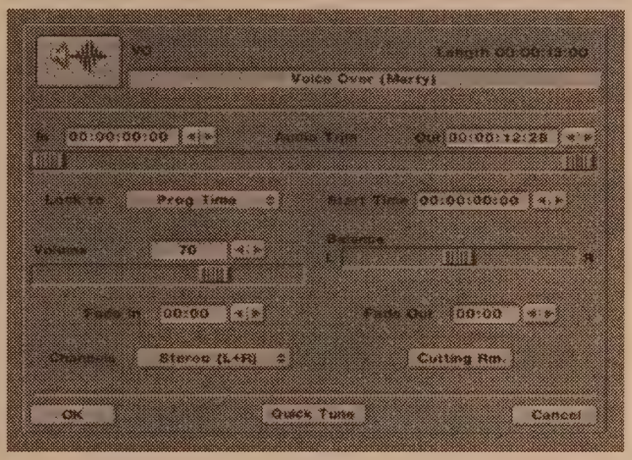
The Flyer card itself has three SCSI controllers to support up to twenty-one devices, fourteen for video and seven for audio. There are three sets of 50-pin internal connectors for each SCSI bus. You'll probably want NewTek's "Octopus" cable if you intend to use external drives. Installation could end up a wiring nightmare without one.

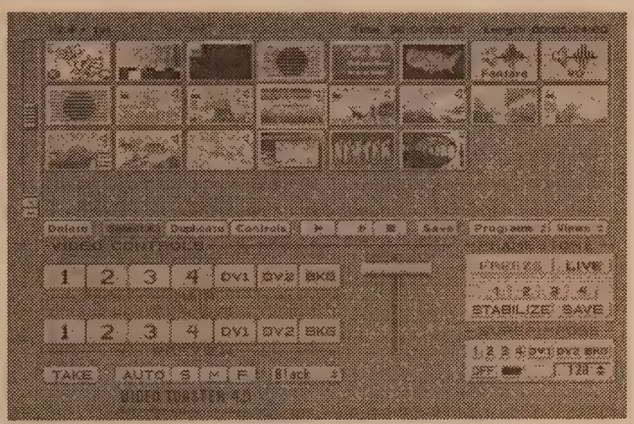
The board can handle eight channels of 16-bit audio (i.e., four stereo channels), although input/output is handled through only two pairs of RCA connectors. Flyer audio signals are –10dbv unbalanced. Video input/output is handled through the Toaster, plus the Flyer has its own composite and Y/C video inputs.

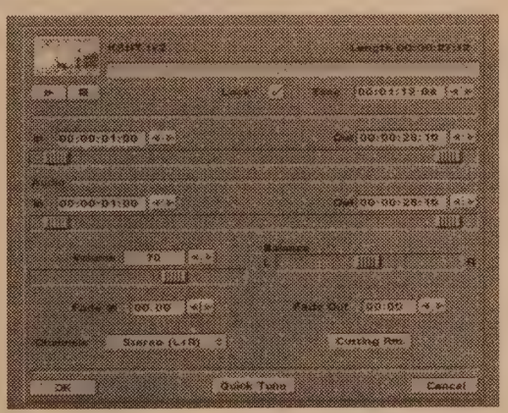
Two RS-232 serial ports are built in, so you can simultaneously record timecode. This will require external conversion hardware, if the video source equipment is generating LTC or VITC. I am told the current software is not dead-on frame accurate when recording lengthy clips. (I would imagine that this bug will be fixed ultimately.) Note that the Flyer does not yet output timecode.

RECORDING VIDEO

From the Record panel you select the Flyer drive, quality setting, input source, left and right audio levels, etc. The panel also sports peak level indicator lights to help you set the optimum audio recording levels.







Top to bottom: Audio Fine Tune panel; Main Project Sequence and Video Switcher screens; Video Fine Tune panel.

As has always been the case with the Toaster, videotape sources must be timebase corrected, although now you'll only need one TBC. Recording is controlled using VCR-like screen gadgets.

Once you digitize some video, a subsequent panel lets you identify which parts of the recorded video you want to save as Flyer clips. You can identify multiple clips which can even overlap. You can also independently indicate whether or not video and/or audio should be saved in the clips.

The software automatically sets up a head and a tail to each Flyer clip, which are only used during transitions, like a wipe. If you had a cut-edit, you would not see these frames. This can be adjusted later.

ANIMATION RECORDING

With LightWave 3.5, animations are rendered directly to a Flyer drive as a Preview Anim, or, alternatively, created from individual frames. LightWave 4.0 will interface with the Flyer via a "plug-in." There is even a feature that lets you directly utilize Flyer clips as image maps in LightWave!

SETTING UP A PROJECT

Once you have all your video and audio clips ready, you can drag their croutons (i.e., icons) to the Project window. If you want a transition between two video clips, you merely drag a Toaster Effect and drop it between the two video clips—logical and straightforward. The entire Project sequence is executed left to right, top to bottom.

Among the few exceptions to this sequential execution are audio croutons. Because multiple audio events can occur simultaneously, audio clips marry themselves to the first preceding video event. They will automatically start with a clip, but can play according to their own independent length.

TUNE UPS

If any of the video or audio clips need to be tweaked, you just access the control panel for the particular clip. For video clips, initially you get the Quick Tune panel, where you can adjust a clip's video in and out points, and toggle the audio on or off. The Fine Tune panel mostly adds the ability to adjust audio parameters, like audio in and out points, fade in and out time, volume, balance, and channel source.

The Quick Tune panel for audio clips is a little different. In addition to the in and out points,

AMIGA *continued...*

you indicate whether the audio should start at the preceding video clip's in point or the very beginning of the clip. The audio Fine Tune panel includes the same audio controls as the video Fine Tune panel.

Note that all of these parameter adjustments don't change the actual video/audio data stored on the drives. However, there are provisions that allow you to destructively edit Flyer clips. This allows you to reclaim drive space occupied by unneeded data.

BROADENED ROLE OF TOASTERPAINT

ToasterPaint is now used not only for painting, but also as a general video clip processing station. Many ARexx scripts that manipulate Flyer clips can be executed from here. This includes things like coloring effects, conversions to/from IFF files, playback speed variations, etc. (Some ARexx scripts can also be executed directly from the main Files window.)

REAL TIME

One important thing that separates the Video Toaster Flyer from most other NLEs is that all Toaster effects are executed in real time. You don't need to set up a transition and then render the frames before you can see what things are going to look like. Just play it back and there it is. No matter how fast other systems may be, you can't beat real-time execution.

Of course, Toaster effects using scaled video still look pretty awful when scrutinized. However, most of the time you probably will (or perhaps should) only use cuts and fades anyway. You can always generate scaled-video transitions using LightWave, if quality is a real issue. (Watch a little network TV. You'll rarely see anything other than a cut or fade.)

VTASC

Flyer uses a proprietary compression called VTASC (pronounced "vee task"). The visual dif-

Amiga Updates

IN AUGUST, ESCOM INDICATED THAT THEY WERE still on schedule for delivering new Amigas in September. The current plan is one hundred thousand A1200s and twenty thousand A4000Ts worldwide. They are planning various packages with large hard drives, more RAM, CD-ROM, etc. An '060-based 4000T is supposed to be available by November. A new multiscan monitor will be offered that supports the 15 to 38kHz horizontal scanning frequencies required to handle all Amiga modes.

Their North American marketing plans are (disturbingly) up in the air. What they really want is a "partner" (read money). They are also still undecided which CPU direction the Amiga architecture should take, but it will undoubtedly be RISC-based.

The British Amiga magazine *Amiga Computing* is now publishing a US version. This nearly 100-page periodical is colorful and informative. A basic twelve-issue subscription is only $28. For information check your newsstand or write: AMC Subs Dept., 460 Hillside Avenue, Hillside, NJ 07205.

continued on page 181

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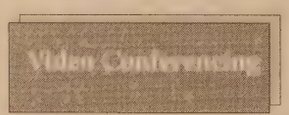

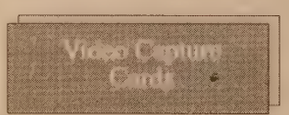

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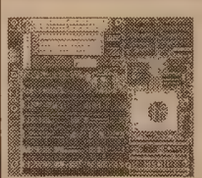

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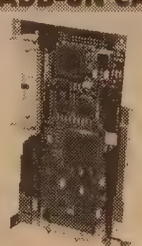

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AT Super IDE IO adapter (dual FDD & HDD, 2S, 1P, 1G)	$13
Vesa Local Bus Super IDE &	19
PCI IDE adapter	25
PCI IDE w/IO (1655 UR)	49
PCI SCSI adapter	69
AT IDE w/16550 Hi-Speed IO	29
VLB IDE w/16550 Hi-Speed IO	43
VLB SCSI w/16550 Hi-Speed IO	119
Adaptec AHA-1522K SCSI floppy/hard adapter card	89
Adaptec AHA-1542CF SCSI bus master adapter card	189
Adaptec AHA-2742TK EISA SCSI bus master host adapter card	339
Adaptec AHA-2842K VLB SCSI bus master host adapter card	199
Adaptec AHA-2940 PCI wide SCSI-3 host adapter card	229
Adaptec AHA-2940 PCI fast SCSI-2 host adapter card	189

Please call for pricing on GSI, Promise, Bus Logic, Boca, DTC, Ultrastor, Future Domain, Always, Tekram and Q Logic controllers.

CD-ROM DRIVES

Creative Labs Value CD 4x Internal 11 Titles	$259
Creative Labs Discovery 4x Internal 20 Titles	319
Creative Labs Home 4x Internal 24 Titles	389
Mitsumi 4x Internal IDE	139
NEC 511 4x Internal SCSI	319
Plextor 4x Internal SCSI OEM	299
Plextor 6x Internal SCSI OEM	625
Sanyo CDR-94A 2x Internal	105
Toshiba 3502 4x Internal IDE	149
Toshiba 3602 4.4x Internal SCSI	349
Teac 55A 4x Internal IDE	149
4 CD Titles	12
14 CD Titles	37
16 CD Titles	42

Please call for pricing on Texel, Philip, Pioneer and any other unlisted models.

CHASSIS (CASES)

Pac AC-21 mini tower case w/230w power supply	$34
Pac CS-11 desktop case w/200w power supply	43
Pac CS-21 mini tower case w/230w power supply	43
Pac CS-31 mid tower case w/230w power supply	59
Pac CS-41 full tower case w/230w power supply	79

FLOPPY DISK DRIVES

Safonic 1.2mb (5.25")	$37
Safonic 1.44mb (3.5")	27
Teac 1.2mb (5.25")	39
Teac 1.44mb (3.5")	29
Teac dual 1.2mb (5.25")/1.44mb (3.5")	85

HARD DISK DRIVES

Conner CFS 540A-540mb IDE	$169
Conner CFA 850A-850mb IDE	209
Conner CFS 1275 IDE	249
Maxtor MX-7540A-540mb IDE	169
Maxtor MX-7850A-850mb IDE	209
Maxtor MXT-71260A-1.2GB IDE	259
Quantum 420mb IDE	159
Quantum 540mb IDE	199
Quantum 540mb SCSI	229
Quantum 730mb IDE	239
Quantum 1080S-1.08GB SCSI	299
Quantum 2GB SCSI	699
Samsung 420mb IDE	155
Samsung 560mb IDE	165
Samsung 850MB	209
Samsung 1.2MB	269
Western Digital AC2540-540mb IDE	189
Western Digital AC2700-730mb IDE	209
Western Digital AC2850-850mb IDE	239
Western Digital AC31000-1GB IDE	279
Western Digital AC31200-1.2GB IDE	289

Please call for pricing on Digital(DEC), Micropolis, Mini-Stor and any other unlisted models.

KEYBOARDS

Focus 2001 w/hard dust cover	$29
Focus 6000 (soft click)	23
Focus 7000 w/trackball	35
Focus 8000 (calculator, soft click)	36
Focus 9000 (programmable calculator)	46
Fujitsu 4720 (click)	39
Microsoft Natural Hi-Tech	79
Acekey 101	15

MEMORY

Simm 1x3 (1mb) 30pin	$42
Simm 1x9 (1mb) 30pin	43
Simm 4x3 (4mb) 30pin	135
Simm 1x32 (4mb) 72pin	129
Simm 2x32 (8mb) 72pin	249
Simm 4x32 (16mb) 72pin	489
Simm 8x36 (32mb) 72pin	999
Simm 16x36 (64mb) 72pin	CALL

MICROPROCESSORS (CPU)

Intel Pentium 100MHz	CALL
Intel Pentium 90MHz	CALL
Intel Pentium 75MHz	CALL
Intel 486DX4-100MHz	219
AMD 486DX4-100MHz	129
AMD 486DX2-80MHz 3V	119
AMD 486DX2-66MHz	109
Intel 486DX2-66MHz	149
Pentium CPU fan	7
486 CPU fan	5

MODEMS

Zoltrix 14.4 Internal Fax/Modem	$44
Zoltrix 14.4 Internal Fax/Modem Voice	65
Zoltrix 28.8 Internal Fax/Modem	115
Smartlink 28.8 Internal Fax/Modem	119
Smartlink 28.8 Internal Fax/Modem Voice	259
US Robotics Sportster Si 14.4 Internal Fax/Modem	69
US Robotics Sportster 14.4 Internal Fax/Modem	89
US Robotics Sportster 14.4 External Fax/Modem	109
US Robotics Sportster 28.8 Internal Fax/Modem	199
US Robotics Sportster 28.8 External Fax/Modem	219

Please call for pricing on Boca, Hayes, Supra and Zoom modems.

MONITORS

14" Aurora .28 N-I monitor	$209
15" Aurora .28 N-I monitor	329
Arcus 14" mono	80
Arcus 14" mono SVGA	98
MAG DX-15F 15" SVGA N-I (Green)D	349
MAG DX-17F 17" SVGA N-I (Green)D	619
MAG MX	CALL
Sony 15SF Multiscan 15" SVGA N-I (Green)D	465
Sony 17SF Multiscan 17" SVGA N-I (Green)D	885
Viewsonic 15G 15" SVGA N-I (Green)D	395
Viewsonic 15 15" SVGA N-I (Green)D	419
Viewsonic 17G 17" SVGA N-I (Green)D	704
Viewsonic 17 17" SVGA N-I (Green)D	815
Viewsonic 20G 20" SVGA N-I (Green)D	1229
Viewsonic 21PS 21" SVGA N-I (Green)D	1615

Please call for prices on NEC, Sony, Nanao, Nokia M7 and any other unlisted models.

SYSTEM BOARDS

Intel Triton PCI MB w/EIDE & I/O	$179
486 PC Chip w/256K Cache	89
IBM 486SLC-66MHz w/Math Coprocessor	144
486SLC-33MHz UMC Chip	59
486 PCI DX M/B w/256K Cache	109
Pentium Forex chip w/4 PCI, 4 ISA, 256K Cache	139

Please call for pricing on AMI, Asus, and Micronics motherboards.

TAPE BACKUPS

Colorado DJ-20 internal 250mb	$129
Colorado DJ-30 internal 350mb	139
Colorado DJ-25 internal 700mb	179
Colorado JT-20 external 250 parallel	259
Colorado JT-25 external 700mb	339
Colorado JT-30 external 350 parallel	279
Colorado AB-11 external adapter kit	38
Colorado KE-09 external drive kit	75
Colorado FC-10 500kb/s -1mb/s adapter kit	80
Colorado 1GB and 2GB internal and external	CALL
Conner Tapestor 250 internal	135
Conner Tapestor 420 internal	179
Conner Tapestor 850 internal	259
3M Travan Cartridge	29

Please call for pricing on DEC, Etabyte, I-Omega, Summite, Tecmar and Wangtek tape backup systems.

VIDEO CARDS

Trident 9000 VGA w/512K	$35
Trident 8900 SVGA w/1mb	58
Trident 9440 VLB or PCI SVGA w/1mb	59
Cirrus Logic 5424 VLB SVGA w/1mb	59
Diamond Stealth 64 VLB w/2mb	169
Diamond Stealth 64 PCI w/2mb	169
Diamond Viper SE VLB w/2mb VRAM	289
Diamond Viper SE PCI w/2mb VRAM	279
Diamond Stealth 64 VLB w/2mb VRAM (expandable to 4mb)	249
Diamond Stealth 64 PCI w/2mb VRAM (expandable to 4mb)	249

Please call for prices on Matrox, Number Nine, Orchid, Hercules and any other unlisted models.

PRINTERS

HP 540	$CALL
HP 560C	CALL
HP 4L	CALL
Epson Stylus Color	CALL

Please Call For Pricing On Epson, Okidata, Canon & Panasonic Printers

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Z-Nix Mouse	$8
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IDE I/O w/2S/1P/1G
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Diamond Stealth PCI w/1 MB DRAM
15" SVGA .28 N/I Monitor
Enhanced 101 Keyboard
Hi Resolution Mouse

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PENTIUM TRITON

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(Upgrade to Synchro-Burst Cache Add $150)
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$1579	$1669	$1759	4X	4X IDE CD ROM SB 16 Sound Card 170 Watts Speakers 18 CD Titles	$1699	$1789	$1889	$2069	$2229
$1699	$1789	$1879	4X SCSI	4X SCSI-2 CD ROM SB 16 SCSI-2 Sound Card 170 Watts Speakers 18 CD Titles	$1799	$1889	$1979	$2169	$2329
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Pentium Triton Power Stations — Windows 95 Included

TRITON SCSI-2 STATION

Intel Pentium Processor
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(Upgrade to Synchro-Burst Cache Add $150)
16 MB RAM, 256K Fast Cache
(Upgrade to EDO Memory - Add $160)
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MAG DX17F Flat Screen .26 N/I Monitor
Full Tower Case w/250 W
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$2399 Pentium 90
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2 Hi Speed 16550 UART Serials Ports
Bi Directional Parallel Port
Diamond Stealth 64 PCI w/2 MB DRAM
MAG DX17F Flat Screen .26 N/I Monitor
Full Tower Case w/250 W
Enhance 101 Keyboard & Hi Resolution Mouse

$2649 Pentium 90
$2739 Pentium 100
$2939 Pentium 120
$3089 Pentium 133

TRITON SCSI-2 STATION				Multimedia Systems		WIDE SCSI-3 STATION			
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$2999	$3089	$3289	$3439	6X SCSI	6X SCSI CD ROM SB AWE 32 Sound Card 170 Watts Speakers 18 CD Titles	$3249	$3339	$3539	$3689

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SYSTEM BOARDS

Intel P5-133 EV w/256K Burst Cache	$349
QT P5 Triton Chip w/Wide SCSI-3 Build in	$399
QT P5 Triton Chip w/SCSI-2 Built in	$339
Asuss P5-133 w/256K Burst Cache	$299
Intel Triton advanced ZP - P5-90 133 MHz PCI M/B w 256K Cache	$249
Intel Triton - P5-90-120 MHz PCI M/B w/256K Cache OEM	$189
Amptron 6900 - 486DX4 VLB M/B (30/72 Pin)	$89
FIC 486DX EISA VLB M/B (30 Pin)	$119
P5-90/100MHz PCI M/B w/IDE IO (SIS chipset)	$139
LT 486 PCI M/B w/256K IDE & IO Build-in	$109
OPTi 486DX4 VLB M/B (72 Pin)	$99
Vega (USA) 486DX VLB M/B (30 Pin)	$125
Vega (USA) 486DX4 VLB M/B (72 Pin)	$135

** Motherboards from AMI. Asus. and Micronics available upon request.*

MICROPROCESSORS (CPU)

Intel Pentium 133 MHz	$749.00
Intel Pentium 120 MHz	$599.00
Intel Pentium 100 MHz	$399.00
Intel Pentium 90 MHz	$299.00
Intel Pentium 75 MHz	$199.00
Intel 486DX4-100 MHz	$169.00
Intel 486DX4-75 MHz	$129.00
AMD 486DX4-120 MHz	$129.00
AMD 486DX4-100 MHz	$109.00
AMD 486DX4-80 MHz 3V	$69.00
Intel 486DX2-66 MHz	$109.00
Pentium CPU fan	$10.00
486 CPU fan	$8.00

** Due to the volatility of CPU prices. we regret that we cannot guarantee the prices as shown. please call for the latest price*

MEMORY

Simm 1x3 (1mb) 30 pin	$38.00
Simm 1x9 (1mb) 30 pin	$43.00
Simm 4x3 (4mb) 30 pin	$135.00
Simm 1x32 (4mb) 72 pin	$129.00
Simm 2x32 (8mb) 72 pin	$259.00
Simm 4x32 (16mb) 72 pin	$489.00
Simm 8x36 (32mb) 72 pin	$999.00
Simm 16x36 (64mb) 72 pin	$2299.00

** Due to the volatility of Memory prices. we regret that we cannot guarantee the prices as shown. please call for the latest price.*

FLOPPY DISK DRIVES

Mitsumi 1.2mb (5.25")	$39.00
Mitsumi 1.44mb (3.5")	$28.00
Teac 1.2mb (5.25")	$42.00
Teac 1.44mb (3.5")	$32.00
Teac dual 1.2mb (5.25") 1.44mb (3.5")	$80.00

ADD ON BOARDS AND CONTROLLERS

AT Super IDE IO adapter (dual FDD & HDD. 2S. 1P. 1G)	$12.00
Vesa Local Bus Super IDE & IO	$18.00
PCI IDE adapter	$18.00
PCI IDE w/ IO (1655 UR)	$39.00
PCI SCSI adapter	$69.00
AT IDE w/16550 Hi-Speed IO	$29.00
VLB IDE w/16550 Hi-Speed IO	$43.00
VLB SCSI w/ 16550 hi-Speed IO	$119.00
Promise 2300+Enhanced VLB 16550 UR	$49.00
Adaptec AHA-1522K SCSI floppy-hard adapter card	$89.00
Adaptec AHA-1542CF SCSI bus master adapter card OEM	$169.00
Adaptec AHA-2742T EISA SCSI bus master host adapter card	$339.00
Adaptec AHA-2842K VLB SCSI-3 host adapter card	$199.00
Adaptec AHA-2940 PCI wide SCSI-3 host adapter card	$249.00
Adaptec AHA-2940 PC. fast SCSI-2 host adapter card	$207.00

** Please call for pricing on GSI. Promise. Bus Logic. Boca. DTC. Ultrastor. Future Domain Always Tekram and O Logic controllers*

HARD DISK DRIVES

CONNER CFS 425A - 425mb IDE	$145.00
Conner CFS 540A - 540mb IDE	$165.00
Conner CFS 850A - 850mb IDE	$195.00
Conner CFS 1275A - 1.2GB IDE	$249.00
Conner CFP 1080S - 1.08GB SCSI-2	$289.00
Conner 2.1GB SCSI-2	$725.00
Maxtor MX-7540A - 540mb IDE	$167.00
Maxtor MX-7850A - 850mb IDE	$199.00
Maxtor MXT-71260A - 1.2GB IDE	$259.00
Maxtor MX-71620A - 1.6GB IDE	$389.00
Quantum 540mb IDE	$169.00
Quantum 540mb SCSI	$185.00
Quantum 730mb IDE	$199.00
Quantum 1080S - 1.08GB SCSI	$299.00
Quantum 2GB SCSI	$699.00
Quantum 2.1GB Wide SCSI-3	$959.00
Samsung 420mb IDE	$145.00

HARD DISK DRIVES CONT.

Samsung 560mb IDE	$159.00
Segate 3660A - 540mb IDE	$168.00
Segate 31200A - 1.05GB IDE	$269.00
Segate 31230N - 1.05GB SCSI	$419.00
Segage 32430N - 2.14GB SCSI	$929.00
Western Digital AC2630 - 630mb IDE	$169.00
Western Digital AC2850 - 850mb IDE	$195.00
Western Digital AC31200 - 1.2GB IDE	$269.00
Western Digital AC31600 - 1.6GB IDE	$395.00

** Please call for pricing on Digital (DEC). Micropolis. Mini-Stor. and any other unlisted models.*

CHASSIS (CASES)

API GT-151 Mini Tower w/230W UL PS	$69.00
API GT-210 Mid Tower w/250W UL PS	$105.00
API GT-300 Full Tower w/300W UL PS	$159.00
PAC C-11 Desktop w/230W PS	$43.00
PAC C-21 Mini Tower w/230W PS	$43.00
PAC C-31 Mid Tower w/230W PS	$57.00
PAC C-41 Full Tower w/250W PS	$75.00
PAC A-21 Mini Tower w/230W PS	$37.00
PAC A-31 Mid Tower w/230W PS	$52.00
PAC A-41 Full Tower w/250W PS	$69.00
Diamond CS-130 Full Tower w/250W UL PS	$135.00
Diamond CS-230 Mid Tower w/250W UL PS	$95.00
Diamond CS-330 Mini Tower w/220W UL PS	$69.00
Diamond CS-730 Desktop w/220W UL PS	$71.00

*** Black color available for CS-130. 230. 330 cases*
** 2nd Fan available + $9.00*

VIDEO BOARDS

ATI mach64 PCI or VLB 4MB (V)	$439.00
ATI mach64 PCI or VLB 2MB (V)	$249.00
ATI mach64 PCI or VLB 2MB (V)	$169.00
Diamond Stealth64 video PCI or VLB 4MB (V)	$439.00
Diamond Stealth64 video PCI or VLB 2MB (V)	$259.00
Diamond Stealth64 PCI or VLB 2MB (D)	$165.00
Diamond Stealth64 PCI or VLB 1MB (D)	$125.00
Diamond Stealth64 SE PCI 1MB (D)	$89.00
Diamond Stealth64 SE VLB 1MB (D)	$94.00
Cirrus Logic 5428 VLB 1MB	$65.00
Cirrus Logic 5434 PCI 1MB	$89.00
ET 4000 PCI 1MB	$69.00
ET 4000 VLB 1MB	$69.00
Trident 9440 VLB 1MB	$65.00
Trident 9440 PCI 1MB	$68.00
Trident 8900 ISA 1MB	$59.00
Trident 9000 ISA 512K	$37.00

** Video Cards from Hercules. Matrox. Number 9. Orchid Paradise & STB available upon request*
** (D) = DRAM (V) = VRAM*

MONITORS

Acer 34T 14" SVGA-NI (Green)D	$225.00
Acer 56L 15 SVGA-NI (Green)D	$329.00
Acer 76L 17" SVGA-NI (Green)D	$599.00
Arcus DCM 1458E	$205.00
Arcus 1588 15" SVGA-NI (Green)D	$299.00
CTX 1451ES 14" SVGA-NI	$229.00
CTX 1565GM 15" SVGA-NI (Green)D	$315.00
CTX 1562GM 15 SVGA-NI (Green)	$299.00
CTX 1765GM 17" SVGA-NI (Green)D	$589.00
MAG DX-15F 15" SVGA-NI (Green)D	$349.00
MAG DX-17F 17 SVGA-NI (Green)D	$629.00
MAG MXP-17" SVGA-NI (Green)D	$899.00
Office Pro 14" SVGA-NI	$209.00
Optiquest 2000DC 15" SVGA-NI (Green)D	$355.00
Optiquest 4000DC 17" SVGA-NI (Green)D	$649.00
Sony 15SF Multiscan 15" SVGA-NI (Green)D	$435.00
Sony 17SF Multiscan 17" SVGA-NI (Green)D	$855.00
Viewsonic 15G 15" SVGA-NI (Green)D	$399.00
Viewsonic 15GA 15" SVGA-NI (Green)D	$459.00
Viewsonic 17GA 17" SVGA-NI (Green)D Built Speaker (NEW MODEL)	$799.00
Viewsonic 17GS 17" SVGA-NI (Green)D	$749.00
Viewsonic 17 17" SVGA-NI (Green)D	$795.00
Viewsonic 17PS 17" SVGA-NI (Green)D	$885.00
Viewsonic 20G 20" SVGA-NI (Green)D	$1190.00
Viewsonic 21PS 21" SVGA-NI (Green)D	$1699.00
KFC 1511 15" SVGA-NI	$289.00
KFC 1507 15" SVGA-NI (Green)D	$329.00

** Please call for prices on NEC. Sony. Nanao. Noka M7 and any other unlisted models.*

KEYBOARDS

101 keys	$14.00
Honeywell 101 keys	$29.00
Keytronic KT-2000	$25.00
Focus 2001 w/hard dust cover	$29.00
Focus 6200 w/hard dust cover	$28.00
Focus 7000 w/trackball	$34.00
Focus 8000 (calculator. soft click)	$34.00
Focus 9000 (programable calculator)	$43.00
Fujitsu 4720 (click)	$36.00
Microsoft Natural Hi-Tech	$75.00

CD-ROM DRIVES

Hitachi 4X IDE CD Rom	$129.00
Mitsumi 4X IDE CD Rom	$135.00
Panasonic 4X IDE CD Rom	$135.00
Acer 2x internal IDE	$59.00
Acer 4x internal IDE	$149.00
NEC 511 4x internal SCSI	$215.00
NEC Omni 4x internal SCSI w/CD titles	$225.00
NEC 512 6x internal SCSI	$335.00
NEC 6x External SCSI	$485.00
Panasonic 562B internal 2x	$69.00
Panasonic 503 2x internal SCSI	$59.00
Plextor 6x internal SCSI OEM	$499.00
Toshiba 3502 4x internal IDE	$149.00
Toshiba 5301 4x internal SCSI	$199.00
Toshiba 3601 4.4x internal SCSI	$285.00
Teac 55A 4x internal IDE	$125.00
Teac 6X IDE CD Rom	$249.00
4 CD titles	$12.00
14 CD titles	$37.00
16 CD titles	$42.00
18 CD titles	$45.00

** Please call for pricing on Texel. Philip. Pioneer. and any other unlisted models*

SOUND CARDS AND SPEAKERS

Acer S-30 MCD IDE	$64.00
Creative Labs S-B Basic	$69.00
Creative Labs Value Edition	$86.00
Creative Labs 16 Vibra IDE OEM	$72.00
Creative Labs 16 MCD ASP OEM	$95.00
Creative Labs SCSI-2 OEM	$109.00
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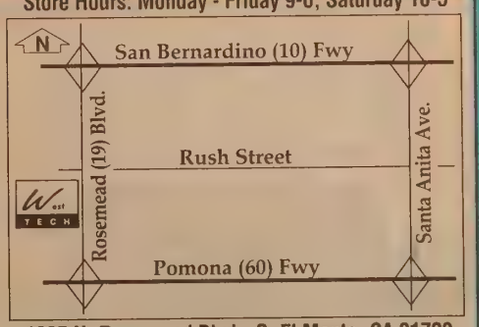

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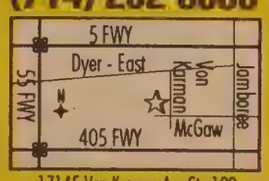

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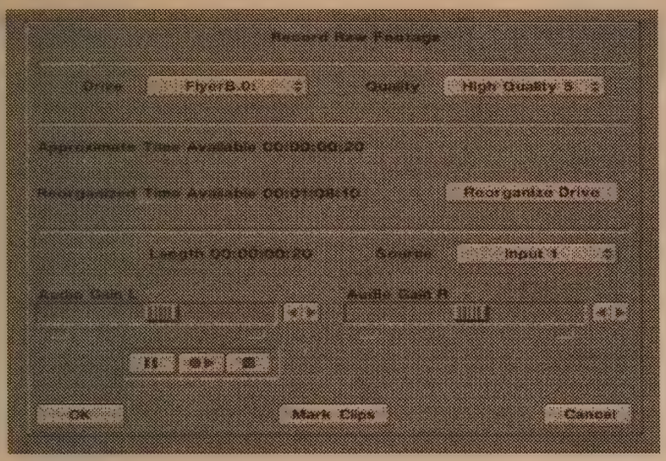
AMIGA *continued from page 176*



Panel used to record video and audio.

ference is that at higher compression settings (i.e., lower quality), video artifacting appears more natural. In contrast, video artifacts seen in common CODECs like JPEG and MPEG are very blocky and rectangular in appearance.

One downside of VTASC is that it is not as efficient at compressing data as are other CODECs; therefore there is not such a dramatic change in recording time capacity using the lower-quality settings compared to, say, JPEG. You get roughly 40% more time using the standard mode versus the high-quality mode, and twice as much time using the low-quality "extended" mode.

HOOKS

The Flyer software contains a rich ARexx implementation. This should allow third-party developers to not only enhance operations, but also "hook" into the Flyer, perhaps providing a totally customized interface. This will probably include EDL support.

CHILD'S PLAY

The Flyer interface was designed to be as simple as possible. It wouldn't surprise me at all to see elementary school kids producing videos with a Flyer system. I honestly don't think you could make that statement about any other NLE system.

Although video professionals probably feel compromised by the interface, I think NewTek believes this is a product for the masses. Plus, as sure as I am writing this, some third party will undoubtedly release an interface that the profes-

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sionals can embrace.

Another thing holding the Video Toaster/Flyer back from professional acceptance is that the system's video and audio input/output interfaces do not adhere to professional standards. This limitation should be addressed in the future, perhaps with the upcoming portable Toaster/Flyer unit. (I want to point out that the Toaster's limitations have not prevented its frequent use on my cable service.)

HOW MUCH?

If you are starting from scratch, expect to pay over $15,000 for a fully configured base Flyer A-B roll system, which includes an Amiga 4000, TBC, drives, etc. From there you are basically just adding the cost of hard drives for greater recording/playback capacity. Obviously, the price will be less if you already have some of the necessary equipment or just need an animation recorder.

WORK IN PROGRESS

Already, a lot of people are using the Flyer in a production environment. Although I've heard some people have had problems, the software did not crash once during my demonstration. I should note that this review was mostly based on v4.04b. Version 4.05, which currently is in limited release, fixes many bugs and adds a lot of cool features.

A standout new feature is the ability to sync video clips to an audio track by hitting the spacebar as a sequence plays. You can sync audio clips to video in the same manner. Another neat addition is an automatic "split edit" calculation function.

I thought the quality of the Flyer's output was incredible. Plus, the real-time Toaster effects and the simple drag-and-drop interface makes it an incredibly easy product to use. NewTek has put such tremendous power in the user's hands. I was extremely impressed by how smoothly everything operated.

KEEPING COOL

The Flyer and other internal components like hard drives generate a lot of heat. Amigas 4000s in particular can have significant problems. A cheap solution (about $20) is to place a large computer exhaust fan right behind the Amiga's exhaust vent, blowing away from the computer. The larger models are generally AC powered so all you need to do is wire it up to a plug. You might also add finger-protector grills. The fan makes a world of difference, though it does increase the noise level considerably.

A very special thanks to the T. S. Computer crew: Martin, James, Noland, Lee, and Kim, for all their help and information. (I'm not sure why they were so helpful. Perhaps it's because James is my brother.) I'd also like to thank Donetta Colboch and James Hebert of NewTek for their help and input. ■

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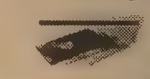

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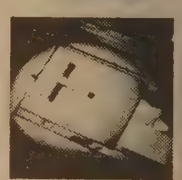

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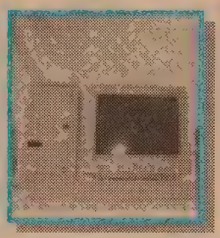

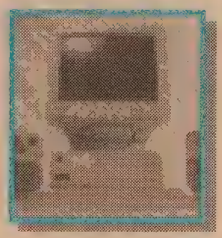

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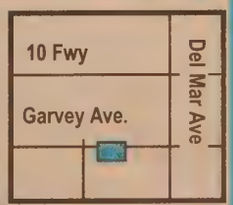

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Remember the days before fax? I do.

When I was working for a PR firm in the mid-'80s, hidden in the depths of the supply room was this dusty device that looked like a WWII Japanese walkie-talkie. The only person in the office who knew how to use it was one of the partners, who exchanged pages with associates in the Far East. And I would read industry opinion on "electronic facsimile—the sleeping giant of communications," and even more rebuttals giving the reasons why it could never mainstream.

Now I hear similar arguments explaining why dialtone videoconferencing will never get beyond the occasional novelty niche application.

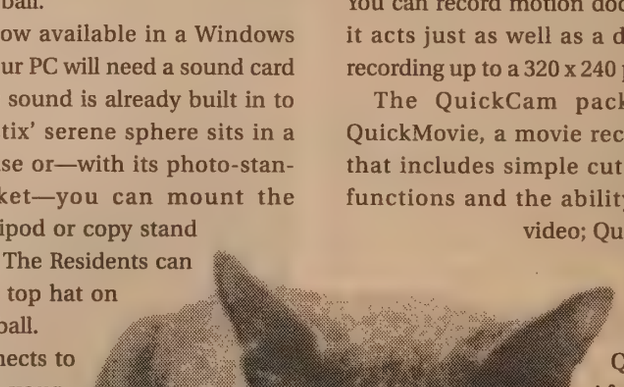
I don't know of a single person today who isn't affected by faxes. Ten years from now, not being able to see the person you're talking to on the vphone may induce a state of sensory deprivation.

QUICKCAM

Dialtone desktop videoconferencing isn't here for everyone yet, but two hardware and software breakthroughs have set the stage for the coming talkshow/showtalk revolution, and more supportive refinements are on the way. At a street price of under $100, Connectix's QuickCam for the Macintosh has brought two-way vision to the desktop in an easy and affordable package the size of a tennis ball.

QuickCam is now available in a Windows version, though your PC will need a sound card for voice, whereas sound is already built in to all Macs. Connectix' serene sphere sits in a pyramidal cup base or—with its photo-standard screw socket—you can mount the QuickCam on a tripod or copy stand with ease. Fans of The Residents can perch a miniature top hat on this electronic eyeball.

QuickCam connects to a serial port on your computer. I use a four-way data transfer switch box out of the printer port on my Power Macintosh, with the QuickCam and a Visioneer PaperPort sharing the extra outlets with the printer.



Punch the cyber stunt cat caught in the lens of Bill's QuickCam.

This digital diviner sees sixteen shades of gray in a 4-bit grayscale, with a 65-degree field of view, equivalent to a 38mm lens on a 35mm camera. Focus is fixed from 18 inches to infinity. You can record motion documents with it, and it acts just as well as a digital still camera, recording up to a 320 x 240 pixel image.

The QuickCam package comes with QuickMovie, a movie recording application that includes simple cut-and-paste editing functions and the ability to do time-lapse video; QuickPICT, an application that allows you to take still photos; QuickSaver, an AfterDark-compatible video screen saver module; and QuickFrame, a desktop photo gallery application. Sound is recorded at 5kHz sampling when using an internal microphone. The Color QuickCam will be released before the end of the year.

For videoconferencing, any software that is

continued on page 189

BY TONY REVEAUX

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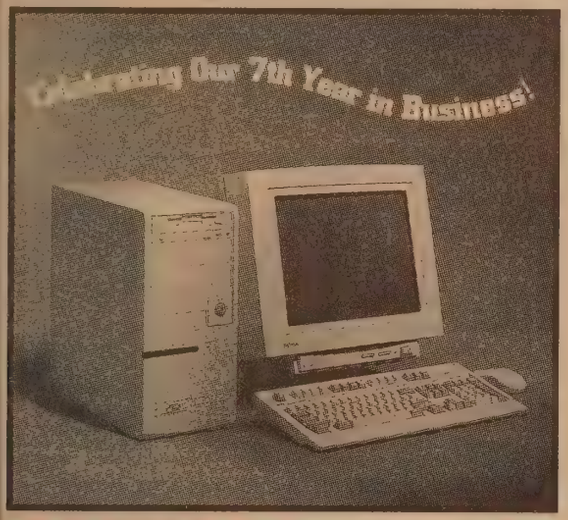

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Make Sure You Get The Computer System You Paid For!

We suggest that when you are shopping for a new computer system, you watch out for the following problem areas:

CPUs: Some 75MHz Pentium Processor systems are being sold as 90 or 100MHz systems. Unscrupulous vendors are REMARKING the 75MHz Pentium chips as 90 and 100MHz. We have been approached to buy such remarked processors. We refused. The would-be supplier's response, "Well you are about the only one that's not using them. All your major competitors are!" Vendors that use these remarked CPUs set the jumpers on the motherboard to boot up the system at 90 or 100MHz. As a result processor reliability is jeopardized and, of course, you're being charged for something you're NOT getting.

Memory: Watch for USED memory. A good indicator is mixed brands of chips on the SIMM module(s).

Video Cards: Check the type of video card and make sure you're getting a local bus (VL-Bus or PCI) SVGA video card. Some vendors slip in an ISA (16-bit) SVGA card—sometimes with less than 1MB of memory. Likewise, watch for DRAM being used instead of the VRAM on the high-end cards. Compare only the same brand and model card.

Hard Drives: Make sure you ask whether the hard drive is new or REMANUFACTURED (ie., used and rebuilt). Also look for enhanced IDE drive (EIDE). They are much faster than non-EIDE if you have the corresponding hard drive controller. Without that controller they are no faster.

Motherboards: There have been cases where people have purchased VL-Bus or PCI systems only to find their computer equipped with less expensive, outdated ISA motherboards (and cards).

Legal Software: Even with all the policing being done by software makers, many new computers are being sold with illegal copies of DOS, Windows and other programs. You won't find this out until you try to call the software supplier for support. Be sure, you get proof that your software is legal. Unscrupulous sellers can save almost $100 by using illegal copies of DOS and Windows. If you don't receive disks and documentation (including the Certificates of Authenticity), demand them—or that the illegal software be removed. There is no title transferred for pirated software. If someone is offering you $100s of dollars of software, with no disks or documentation, you can be sure that software has been pirated. Pirated software hurts all computer user — by depriving legitimate suppliers of their revenue and in turn forcing everyone to pay more for new products and upgrades. And obviously, you have nothing to prove ownership when you want to upgrade. If you want to report a suspected software pirate, call Software Publishers Association at (800) 388-7478.

Here today, gone tomorrow: Vendors just seem to drop off the face of the earth. If you purchased a computer from them your support is the phone company's message "That number is no longer in service." Make sure the company you buy from has been in business for more than a year or two. Service and warranty are lip service if the seller isn't around to provide the service. Other than for hard drives, it is almost impossible to get warranty service on defective components which are not returned for repair or replacement through the retailer.

FCC Class B certification: The Federal Communications Commission (FCC) requires that any system which can be operated in the home and most offices (i.e. ALL the systems you see at local computer shows and in the computer stores) MUST have been tested for electrical interference, had the test data submitted to the FCC, and had a certificate of compliance ("grant") issued by the FCC before such a system can be marketed (advertised) or sold. Failure to comply can result in a $70,000 fine per system otherwise marketed or sold. If you don't see an FCC ID # on the back of the system unit, it is illegal—period. The FCC regulations are to help avoid PC-generated electrical interference which may affect TV and other communications equipment. FCC class A systems are NOT legal for the home or office environment.

With some system vendors, you don't get what you pay for. Rather you receive inferior, used or illegal components. It is definitely a "buyer beware" market out there. If you see a computer advertised at unbelievably low prices, then the supplier may have used one or more of these fraudulent "approaches".

The profits on new computers are paper thin. This means that you can't buy directly comparable computers at big savings. If someone's price is more than 10% below our price for a system with directly comparable specifications (i.e. same component manufacturers and product models), the odds are that the vendor is cutting corners somewhere. You get the result (or lack thereof).

If you are tempted by unbelievably low prices, just remember that those prices may be the result of corner cutting somewhere in the hardware, software, or both. As a consumer you deserve to get what you pay for. Demand it or shop elsewhere! When in doubt,

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MARS COMPUTERS

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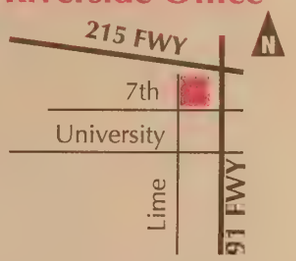

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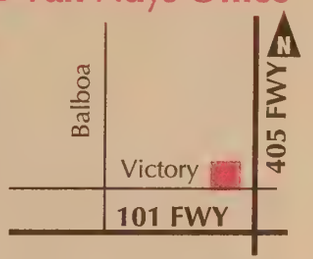

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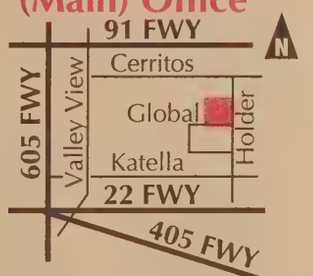

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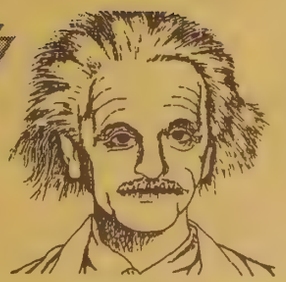

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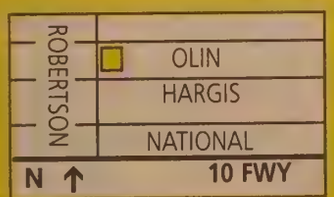

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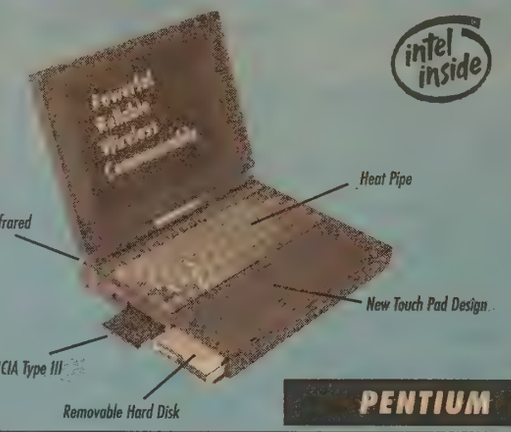

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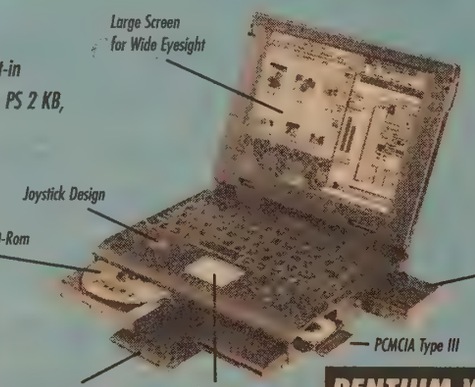

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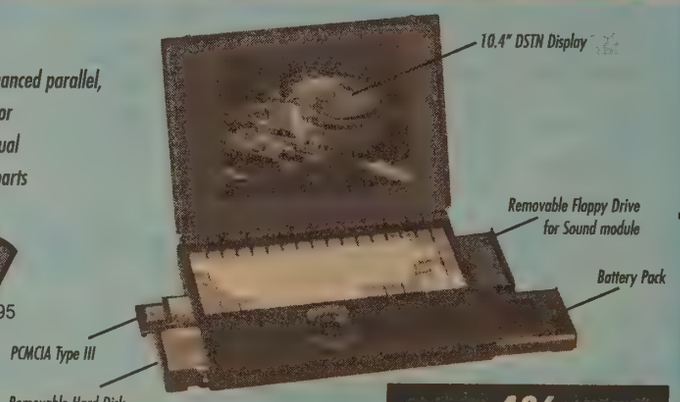

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VIDEONET... *continued from page 184*

QuickTime-compatible should be compatible with QuickCam. Products known to work are: QuickTime Conferencing by Apple, BeingThere PRO by Intelligence at Large, and CU-SeeMe by Cornell University.

CAMBOTS AND CAT CAMS

Teleconferencing aside, QuickCam is truly a ball. You can set MovieMaker to do animation and time-lapse exposures. QuickCam plugs into a PowerBook. Clip the orb on your hat, set MovieMaker to time-lapse, and walk across campus or over the Golden Gate Bridge (add a neutral density filter for outdoor shooting). Folders of demos, freeware, and shareware are on the CD-ROM that you receive after you register, including the freeware version of CU-SeeMe. Eric Johnston's CamBot is a wily and wacky app that lets you invoke its motion detection mode. Move, you sucker, and the tiny window flashes green as an alarming voice cries "Intruder!!"

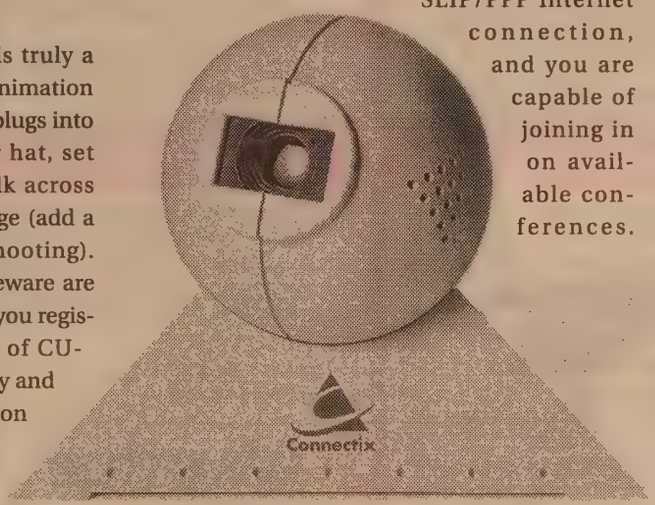
Berkeley software developer Bill Bates has rechristened his QuickCam the "Cat Cam" on a project involving a virtual animated cat. Bates uses his QuickCam to study the motions of his real cat, Punch, and has written special cat-centric software for the device. "QuickCam is small and silent, which helps a lot with animals. In fact, my cat thinks it's one of his toys, and will bat it around if it's off the tripod. I have some wild close-up footage that gives you a very clear idea of how scary it would be to be a mouse."

Bates' software allows him to lay "cat traps," running the QuickCam in background and turning on recording when his cat enters the frame. "I now have documentary proof that he's scratched the sofa," says Bates, "but I still haven't figured out where he goes at night."

CU-SEEME: SHARING FACES OVER THE INTERNET

The resolution is herky. The frame rate is jerky. But through these little black-and-white windows cyberspace is getting in-your-face personal.

A hardy mutant sprout from the groves of academe at Cornell, CU-SeeMe democratizes videoconferencing at a Volkswagen level of communications technology for Mac, Windows, and Win95. A minimal camera like Connectix's QuickCam, at least a 14.4K baud modem—though 28.8 is preferred—a SLIP/PPP Internet connection, and you are capable of joining in on available conferences.



SOFTWARE DEVELOPER BILL BATES: "QUICKCAM IS SMALL AND SILENT, WHICH HELPS A LOT WITH ANIMALS. IN FACT, MY CAT THINKS IT'S ONE OF HIS TOYS, AND WILL BAT IT AROUND IF IT'S OFF THE TRIPOD. I HAVE SOME WILD CLOSE-UP FOOTAGE THAT GIVES YOU A VERY CLEAR IDEA OF HOW SCARY IT WOULD BE TO BE A MOUSE."

Thus far, CU-SeeMe is dependent upon "reflectors," about fifty big computer servers located at universities and institutions who intermittently host conferences.

NASA-TV uses CU-SeeMe to broadcast daily, with space shuttle transmissions, astronaut interviews, control room activity, and more. Students in classrooms around the country are experimenting with the technology—from a special "Computers in School" elementary-grade program in Arlington, Virginia, to college-level instruction at the University of Massachusetts. Here in San Francisco, George Coates Performance Works used CU-SeeMe live on stage to link together performers in "The Nowhere Band" show.

CU-SeeMe is available by FTP to: *cu-seeme.cornell.edu/pub/video*. Here are some Web sites for resources and connections:

http://www.connectix.com

http://www.indstate.edu/msattler/scitech/comp/hardware/quickcam.html

http://www.virtualvegas.com

http://www.cea.berkeley.edu/~bboyd/ccdpage.html

http://www.cast.uni-linz.ac.at/st/staff/rm/QTquickcam

COMING SOON TO A CYBERSTATION NEAR YOU

Desktop videoconferencing is taking some big strides in the next few months. This September Connectix will release the first version of VideoPhone, its new videoconferencing package. From Apple, Connectix has licensed QuickTime Conferencing for the Macintosh version of VideoPhone. Their recent acquisition of InVision of Tulsa provided a software solution for the Windows platform.

Connectix will sell a QuickCam and VideoPhone bundle for under $200 that will attract corporate as well as home users. The VideoPhone software will be available separately as well.

In release 1.0, the Mac and Windows versions will differ and will not be able to talk to each other. On the Macintosh, the video device can be plugged into either the modem port or the printer port. On the PC it can plug into the parallel port. VideoPhone for the Mac will work on a LAN configuration with AppleTalk and TCP/IP, and over ISDN and T-2, but not yet over a modem. The Windows version works on TCP/IP and Novell IPX, ISDN, T-2, and over modems that are 14,400bps or faster. Both support a multipoint collaborative whiteboard and document sharing.

On a LAN, both the Macintosh and the Windows applications can run at 24fps. The frame rate of the Windows software over a modem can be as high as 6–8fps. Over ISDN, they will be about 12fps. Video files can be received, downloaded, and saved, and the only limitations are the size of your hard drive. If you are running at 128Kbps, recording file size will run at about 1MB/minute. The more users who

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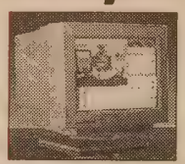

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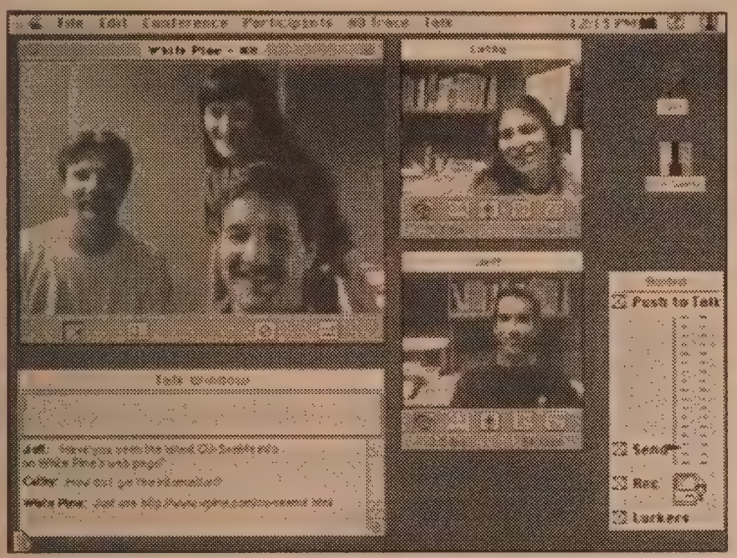

Desktop videoconferencing with CU-SeeMe.

are online in a conference will increase the individual file size.

The second release of VideoPhone is planned to be able to support multiplatform networks and let Macs and Windows machines communicate with each other by modem and ISDN.

CU-SEEME TO GO COMMERCIAL

White Pine Software announced its selection by Cornell Research Foundation as master licensee of Cornell's CU-SeeMe. The commercial version of CU-SeeMe will include new or enhanced features such as person-to-person videoconferencing over TCP/IP; 24-bit color support; Video for Windows, QuickTime, white board collaboration, native Windows, Windows 95, Macintosh, and PowerPC support; direct launch with automatic configuration from browsers; incoming messaging alert; caller ID; improved video and audio; support for 28.8K modems; additional reflector platforms; and network management tools. White Pine will distribute commercial CU-SeeMe directly over the Internet, through domestic and international distributors, and through other distribution channels.

Ultimately, interactive real-time video applications will be able to stream through the Web, and your VideoPhone will be able to read video files, video mail, and video pages like a cyberspace TV set.

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Stealth 64 Video Dram w/2MB PCI or VLB $179

Mga Millennium 3D w/ 2MB WRAM $319
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Other Manufacturers

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- ✓ Teac 3 1/2" 1.44 Floppy Disk Drive
- ✓ EIDE Ctrlr w/2 Serial 16550 UART, 1 Parallel
- ✓ PCI Windows accellerator w/1MB Dram
- ✓ Mag 15" .28, NI 1280x1024 Super VGA Monitor
- ✓ 101 Key Keyboard & 3 Button Serial Mouse

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Pentium 75 w/16MB Ram	$1,749
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Upgrade to a Pentium 90 Add	$100
Upgrade to a Pentium 100 Add	$200
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With Windows 3.11 &DOS 6.22

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- ✓ Teac 3 1/2" 1.44 Floppy Disk Drive
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486 DX2-66 w/8MB Ram	$1,099
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VIDEONET... *continued*

Free $tuff From the Internet by Patrick Vincent and *Free $tuff From America Online* by Luanne O'Loughlin (both $19.99 from Coriolis Group Books) lay it on the online for helping you find the stuff you might actually want.

Both titles share the same clear layout. No matter where you open these books, each page provides all the information you need for assessing it and (so important!) finding it. It takes time to evaluate when you are online and the meter is ticking.

While most of the online assets are types of information, you will find a lot of other "stuff" as well. There are freeware and shareware utili-

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ties, games, accessories, and other goodies. Enjoy the satisfaction of seeing your tax dollars at work when you download clip art of armored vehicles and "beep" sounds of ships' bells and submarine sonar.

You've also heard about virtual reality hovering over the Internet in the form of experimental VRML (Virtual Reality Modeling Language) sites. In time, navigable 3-D environments will indeed be part of your online travel choices.

Meanwhile, pick up a copy of *Internet Virtual Worlds Quick Tour* by Sean Carton ($14, Ventana Press) if you want to get a head start to where this all might be going. Most of it is not for the "newbie," and powerful PCs and ever a UNIX passport might be needed to get you all the way through this magical mystery tour. Carton covers the virtual communities of MUDs (Multi-User Dungeon/Domain), MUCKs (social worlds where users can build their own objects), MUSHes (Multi-User Shared Hallucination), and MOOs (MUD, Object Oriented). You may be within your own LIS (Lost In Space) right now, but other worlds beckon! ■

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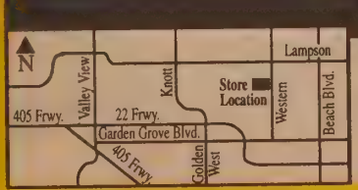

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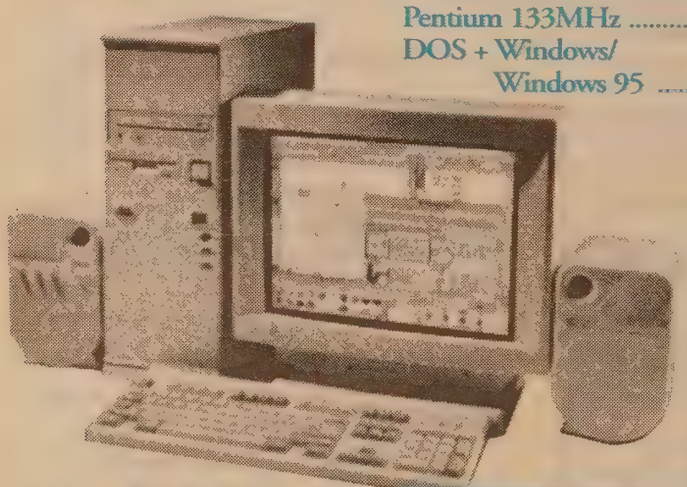

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Calendar Of Events

Conferences, Shows, Special Events

October

October 14 Computer Marketplace. Earl Warren Showgrounds, Santa Barbara. National Productions. Call: 1-800-800-5600.

October 14 Computer Super Shows. O.C. Fairgrounds, Costa Mesa. Super Show Productions. Call: (714)852-9267.

October 14 Robert Austin Computer Show. Anaheim Stadium. Robert Austin Corp. Call: 1-800-346-0100.

October 14–15 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

October 14–15 Computer Show And Sale. Oxnard Community Center. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

October 15 Computer Show And Sale. Antelope County Fairgrounds, Lancaster. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

October 15 Computer Show And Sale. California Center for the Arts, Escondido. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

October 15 NOCCC Computer Fair And Swap Meet. Anaheim Marketplace. North Orange County Computer Club. Call: (714)521-6915.

October 17–19 Office Tech '95 Expo. Detroit, MI. Office Tech Expos, Inc. Call: Cindy Hunter, (810)643-3317.

October 19–21 Third Annual Bionomics Conference. San Francisco. Bionomics Institute. Call: (415)454-1000 or *conf95@bionomics.org* or *http://www.bionomics.org*.

October 21 Computer Show And Sale. Del Mar Fairgrounds. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

October 21 Computer Show And Sale. Palm Springs/Indio, Riverside County Fair. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

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People, Networks, And Communication '95 Conference

HONOLULU, HAWAII

People, Networks, and Communication '95 will focus on points of interest such as population and telecommunity preparedness to meet the thrills and challenges associated with the seemingly exponential growth of the informatic/telematic society and the approaching "Pacific century." With the theme of "Turning 21—A Journey to Maturity in Communications," the conference will provide the setting for learning, debate, and growth—fostering the building and growth of telecommunities—and studying implications of emerging technologies, policy, governance, integration of technologies, meaningful use, and ethical behavior of online populations. It is sponsored by the International Community Interconnected Computing Exchange. For more information contact Ms. Gale Warshawsky, (510)820-6821 or ***msgale@netcom.com***.

October 21 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Call: (714)852-9267.

October 21–22 American Computer Mega Show. Shrine Auditorium, Los Angeles. American Mega Shows. Call: (818)961-3782.

October 21–22 Las Vegas Computer Show And Sale. Las Vegas. Arch Communications. Call: (702)597-1829.

October 21–22 Robert Austin Computer Show. Cerritos College. Robert Austin Corp. Call: 1-800-346-0100.

October 22 Computer Super Shows. Riverside Convention Center. Super Show Productions. Call: (714)852-9267.

October 23–25 Illustrator Conference. La Jolla. Thunder Lizard Productions. Call: 1-800-221-3806.

October 24–28 Interactive Summit. Squaw Valley, CA. International Interactive Communications Society. Call: (818)798-5588 or email *IICSSummit@aol.com*.

October 26–27 Defining The Digital Consumer IV Conference. New York. Jupiter Communications. Call: Harry Larson, 1-800-488-4345.

October 28–29 American Computer Mega Show. Pasadena Convention Center. American Mega Shows. Call: (818)961-3782.

October 28–29 Computer Marketplace. Fairplex Expo Center, Pomona. National Productions. Call: 1-800-800-5600.

October 29 Computer Super Shows. Cal State Long Beach. Super Show Productions. Call: (714)852-9267.

October 30–November 1 1995 Macromedia International User Conference. San Francisco. Reed Exhibition Companies. Call: 1-800-287-7141.

October 30–November 1 Online '95 Conference And Expo. Chicago. Online. Call: Tasha Heinrichs, (203)761-1466 or *http://www.iquest.net/online/online95.html*.

October 30–November 2 Fall Internet World '95 Show. Boston. Mecklermedia. Call: (203)226-

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November 5
Sunday

BUENA PARK Sequoia Conference Center

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November 18 & 19
Saturday & Sunday

POMONA Fairplex Expo Complex (LA Fairgrounds)

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Calendar Of Events *continued...*

6967 or *info@mecklermedia.com* or *http://www.mecklerweb.com/*.

October 30–November 3 PNC—People, Networks, And Communication '95 Conference. Honolulu, Hawaii. International Community Interconnected Computing Exchange. Call: Gale Warshawsky, (510)820-6821 or *msgale@netcom.com*.

November

November 1–4 Screen Print '95 Convention And Expo. Los Angeles. SGIA. Call: (703)385-1335.

November 3 New Media/New Challenges Conference. Los Angeles. UCLA Anderson School and Software Council of Southern California. Call: (310)206-3378.

November 4 Computer Marketplace. Sherman Square Entertainment Center, Reseda. National Productions. Call: 1-800-800-5600.

November 4 Computer Show And Sale. Ventura Fairgrounds. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

November 4 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Call: (714)852-9267.

November 4 Computer Super Shows. Riverside Convention Center. Super Show Productions. Call: (714)852-9267.

November 4–5 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

November 5 Computer Marketplace. Sequoia Conference Center, Buena Park. National Productions. Call: 1-800-800-5600.

November 5 Outdoor Electronic And Computer Swap Meet. Irwindale International Event Center. MarketPro Shows. Call: (415)456-6730.

November 6–7 PageMaker Conference. Los Angeles. Thunder Lizard Productions. Call: (206)285-0305.

November 9–11 Fourth Foresight Conference On Molecular Nanotechnology. Palo Alto. Foresight Institute. Call: (415)324-2490 or *foresight@cup.portal.com* or *ftp://ftp.parc.xerox.com/pub/nano/nano4.html*.

November 11 Computer Show And Sale. Fresno Fairgrounds. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

November 11 Computer Super Shows. O.C. Fairgrounds, Costa Mesa. Super Show Productions. Call: (714)852-9267.

November 11–12 American Computer Mega Show. Shrine Auditorium, Los Angeles. American Mega Shows. Call: (818)961-3782.

November 12 Computer Show And Sale. Scottish Rite Center, San Diego. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

November 13–17 COMDEX/Fall Show. Las Vegas. SOFTBANK COMDEX Inc. Call: (617)449-6600.

November 13–18 Network Security '95: The UNIX Network Security Conference. Washington, DC. Call: (719)599-4303 or *sans@clark.net*.

November 15–17 IT Services '95 Conference And Showcase. Washington Convention Center, Washington, D.C. Creative Expos & Conferences, Inc. Call: (301)596-8800.

November 18 Computer Show And Sale. Holiday Inn Select, Bakersfield. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

November 18 Computer Show And Sale. Palm Springs/Indio, Riverside County Fair. MarketPro Shows. Call: Paul Gallas, 1-800-708-7555 ext. 28.

November 18–19 Computer Marketplace. Fairplex Expo Center, Pomona. National Productions. Call: 1-800-800-5600.

November 25–26 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

November 26 ACP Computer Swap Meet. Santa Ana. Super Show Productions. Call: (714)852-9267.

November 26 Computer Super Shows. Riverside Convention Center. Super Show Productions. Call: (714)852-9267.

December

December 2 Computer Marketplace. Sherman Square Entertainment Center, Reseda. National Productions. Call: 1-800-800-5600.

December 2 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Call: (714)852-9267.

December 3 Computer Marketplace. Sequoia Conference Center, Buena Park. National Productions. Call: 1-800-800-5600.

December 3 Computer Super Shows. Riverside Convention Center. Super Show Productions. Call: (714)852-9267.

December 5–7 Database And Client/Server World Conference And Expo. Chicago. DCI. Call: (508)470-3880.

December 9–10 Computer Marketplace. Fairplex Expo Center, Pomona. National Productions. Call: 1-800-800-5600.

December 15–17 Home And Family Computing Supershow. San Francisco. MPC Trade Shows. Call: (714)974-5252 or *mpcshows@aol.com*.

December 16–17 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

December 30–31 American Computer Mega Show. Carson Civic Center. American Mega Shows. Call: (818)961-3782.

Seminars, Classes, Workshops

October

October 14 Beginning Director Part 1 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 14 Designing Your World Wide Web Site On The Internet Class. Los Angeles. UCLA Extension. Call: (310)206-1422.

October 14 Intro To Multimedia Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 14 Power Home Office Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 16 Ins And Outs Of Digital Video Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 16–18 Hot Metal: Using HTML Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 16–20 UNIX Kernel Internals Class. Los Angeles. UCLA Extension. Call: (310)825-1047 or *mhenness@unex.ucla.edu*.

October 17 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

October 19 Creating Multimedia Presentations: A Workshop For Business Communications. Los Angeles. UCLA Extension. Call: (310)825-9064.

October 19–20 Telecommunications Technologies For The Non-Engineering Professional Seminar. Anaheim. Data-Tech Institute. Call: (201)478-5400.

October 21 Beginning Director Part 2 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 21 Beginning Mac Part 1 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 21 Creating Multimedia Presentations: A Workshop For Business Communications. Los Angeles. UCLA Extension. Call: (310)825-9064.

October 21 Getting Started With FileMaker Pro Seminar. Santa Monica. Los Angeles Macintosh Group. Call: (310)319-1821.

October 21 The Internet Digital Highway And ATM: Implications For Business, Entertainment, Education, And Medicine Class. Los

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Seminars & Presentations covering: Windows 95, The Internet, Word 6.1, WordPerfect, Microsoft Excel, Home Accounting, Multi-Media, Lotus, Networking, How to Buy a New System and More.

FREE — Oct. 21 Saturday — **GLENDALE CIVIC AUDITORIUM**
1401 N. VERDUGO, GLENDALE
(CROSS STREETS ARE MOUNTAIN AND VERDUGO)

FREE — Oct. 22 Sunday — **RIVERSIDE CONVENTION CENTER**
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(CROSS STREETS ARE MARKET ST. AND 5TH STREET)

FREE — Oct. 29 Sunday — **LONG BEACH CAL STATE LONG BEACH**
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FREE — Nov. 4 & 5 Sat./Sun. — GLENDALE CIVIC AUDITORIUM

FREE — Nov. 11, Saturday — ORANGE COUNTY FAIRGROUNDS

FREE — Nov. 25 & 26 Sat./Sun. — RIVERSIDE CONVENTION CENTER

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Resources

Calendar Of Events *continued...*

Angeles. UCLA Extension. Call: (310)825-4100.

October 23–25 Imaging For Broadcast, Multimedia, And The Web Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 24 Doing Business On The Internet Seminar. Van Nuys. SkillPath Seminars. Call: 1-800-873-7545.

October 24 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

October 25 Doing Business On The Internet Seminar. San Luis Obispo. SkillPath Seminars. Call: 1-800-873-7545.

October 25–27 User-Oriented Prototyping Class. Los Angeles. UCLA Extension. Call: (310)825-1047 or *mhenness@unex.ucla.edu* .

October 27 Software Licensing Agreements Seminar. San Diego. Center for Advanced Professional Development. Call: (714)261-0240.

October 27–29 Photoshop Imaging Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 28 Beginning Mac Part 2 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 28 Database Design With InfoModeler Seminar. Costa Mesa/Santa Ana. Orange Coast IBM PC User Group. Call: Ellis Thomas, (714)549-4441.

October 28 Designing For The Screen Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 28 Designing Visual Interfaces Class. Los Angeles. UCLA Extension. Call: (310)825-1047 or *mhenness@unex.ucla.edu* .

October 28 How To Build A PC Class. Irvine. Computer Research Center. Call: (714)476-2333.

October 28 How To Start And Build A Full-Time Or Part-Time Computer Consulting Practice Seminar. Ontario. William Mooney Assoc. Call: (310)324-2386.

October 28 Intermediate FileMaker Pro Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 28 Law Firms, Electronic Communications, And The Internet Seminar. Anaheim. NeoCom. Call: (818)842-2603 or *jp@neocom.com* or *http://www.neocom.com/legal/* .

October 28 National Language Database Queries With English Wizard Demonstration And Lecture. Costa Mesa/Santa Ana. Orange Coast IBM PC User Group. Call: Ellis Thomas, (714)549-4441.

October 28 Power Desktop Publishing Seminar. Santa Monica. LAMG. Call: (310)319-1821.

October 28–November 5 Compositing, 2-D Imaging, And Special Effects Using Elastic Reality Class. Santa Monica. UCLA Extension. Call: (310)825-9064.

October 30 Administration For NetWare 3.1x Class. West Los Angeles. Wave Technologies International. Call: 1-800-711-0285.

October 30 DeBabelizer Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 30–31 Doing Business On The Internet Seminar. Los Angeles. Center for Advanced Professional Development. Call: (714)261-0240.

October 30–November 1 Interface Design Class. Los Angeles. American Film Institute. Call: (213)856-7690.

October 31 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

October 31 Novell Network Management Class. Irvine. Computer Research Center. Call: (714)476-2333.

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Sunday Nov. 12, 1995 — Sunday Dec. 17, 1995

Seminars for Sunday November 12, 1995

1 Hour Seminars	Introduction to the PC
$5.00 per Class	How to Buy a PC
	What is Windows 95
3 Hour Seminars	Introduction to the Internet
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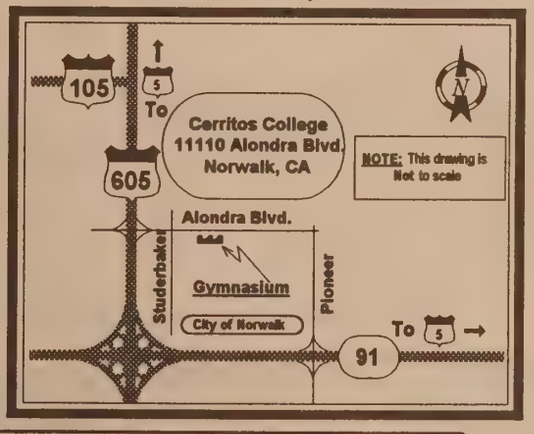

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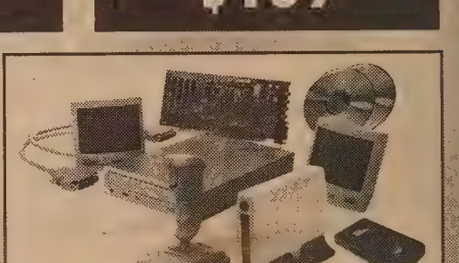

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CONNER 1.2GB IDE 249
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INTEL DX2/66MHz 107
PENTIUM P5/100MHz.....CALL
PENTIUM P5/90MHz.....255
PENTIUM P5/75MHz.....CALL
AMD DX4/100MHz 92
AMD DX2/80MHz 80

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ENHANCED PCI IDE CONTROLLER 27
Q-LOGIC SCSI-II VLB.....195
DIAMOND STEALTH 64BIT PCI w/2MB VRAM.....274
SVGA VESA S3-805 w/1MB, UPGRADE TO 2MB 76
TRIDENT 9400 32BIT, 1MB, UPGRADE TO 2MB 65
TRIDENT 9440 32BIT, 1MB, UPGRADE TO 2MB.....67
TRIDENT 8900D 1MB CARD ISA 57
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PCI - MB SIS 60/66MHz, 3 PCI, 256K, ZIF 139
486DX-33/50/66/4-100MHz, SIS VLB, 256K, ZIF.....87
IBM 486SLC2/66MHz VLB W/MATH CO.....129
PCI - MB 90MHz M/B (SIS CHIPSET) PCI/VLB/ISA SLOTS 174

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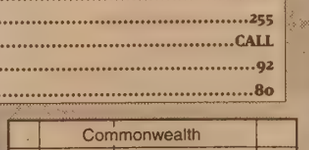

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Resources

Calendar Of Events *continued...*

November

November 2 How To Build And Maintain A Profitable Consulting Practice Seminar. Torrance. William Mooney Assoc. Call: (310)324-2386.

November 2 Microsoft Word II Class. Irvine. Computer Research Center. Call: (714)476-2333.

November 2–3 Security And Disaster Recovery For LANs And WANs Seminar. Anaheim. Center for Advanced Professional Development. Call: (714)261-0240.

November 3–4 SCO UNIX Class. Irvine. Computer Research Center. Call: (714)476-2333.

November 3–5 3-D Tools Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 3–18 Client/Server Application Design Using Standard Middleware Class. Los Angeles. UCLA Extension. Call: (310)825-4100.

November 4 Illustrator Mastery Seminar. Long Beach. Solotech Design. Call: 1-800-662-5612.

November 4 Law Firms, Electronic Communications, And The Internet Seminar. Beverly Hills. NeoCom. Call: (818)842-2603 or *jp@neocom.com* or *http://www.neocom.com/legal/* .

November 4–5 2-D Imaging And Special Effects Using Elastic Reality Class. Santa Monica. UCLA Extension. Call: (310)825-9064.

November 6 Administration For NetWare 3.1x Class. Irvine. Wave Technologies International. Call: 1-800-711-0285.

November 6–8 World Wide Web Home Page Design Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 11 Intro To Telecommunications Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 7 Intro To MYOB 6.0 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 7 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

November 7 Macintosh Vs. Windows 95 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 7 Microsoft Windows 95 Class. Irvine. Computer Research Center. Call: (714)476-2333.

November 7–8 Doing Business On The Internet Seminar. Irvine. Data-Tech Institute. Call: (201)478-5400.

November 7–9 Photoshop 3.0 Unleashed! Seminar. Los Angeles. IDIG. Call: (415)721-0994 or *IDIGPS@aol.com* .

November 8 Copyright Issues For New Media Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 9 Computerizing Your Business Or Personal Finances. Granada Hills. Infinite Vision Systems. Call: (818)831-9895.

November 9 Microsoft Excel II Class. Irvine. Computer Research Center. Call: (714)476-2333.

November 9 Setting Up Your Web Site Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 10–12 Authoring With Oracle Media Objects Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 10–18 Networking With Microsoft Software Class. Los Angeles. UCLA Extension. Call: (310)825-4100.

November 11 Intermediate Painter Seminar. Santa Monica. LAMG.

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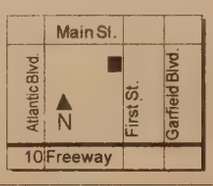

Resources

Calendar Of Events *continued...*

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November 11 Intro To The Internet Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 11 Photoshop Mastery Seminar. Long Beach. Solotech Design. Call: 1-800-662-5612.

November 11 & 18–19 Digital Imaging Using Adobe Photoshop Class. Santa Monica. UCLA Extension. Call: (310)825-9064.

November 11–19 Nonlinear Editing On The PC With D/Vision Pro Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

November 13 Doing Business On The Internet Seminar. Bakersfield. SkillPath Seminars. Call: 1-800-873-7545.

November 13–15 Imaging Filter Finesse With Bill Niffeneger Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 13–17 2-D Paint And Imaging Techniques Using Parallax Matador Class. Santa Monica. UCLA Extension. Call: (310)825-9064.

November 14 Doing Business On The Internet Seminar. Fresno. SkillPath Seminars. Call: 1-800-873-7545.

November 14 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

November 14–December 12 Fundamentals Of AutoCAD Workshop. Los Angeles. UCLA Extension. Call: (310)825-9064.

November 15 Ins And Outs Of Nonlinear Storytelling Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 17–19 Interface Design Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 17–19 Photoshop Imaging Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 18 Beginning Mac Part 1 Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 18 Intro To Photoshop Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 18 QuarkXPress Mastery Seminar. Long Beach. Solotech Design. Call: 1-800-662-5612.

November 18 Surf The World Wide Web Seminar. Santa Monica. LAMG. Call: (310)319-1821.

November 18–19 Writing For Multimedia Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 21 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

November 28 Internet Class. Irvine. Computer Research Center. Call: (714)476-2333.

November 28 Intro To The Internet Class. W. Los Angeles/Costa Mesa. The Business Solution. Call: 1-800-333-8434.

November 29 DeBabelizer Class. Los Angeles. American Film Institute. Call: (213)856-7690.

November 29–December 1 Multirate Digital Filters And Applications Class. Los Angeles. UCLA Extension. Call: (310)825-1047 or *mhenness@unex.ucla.edu* .

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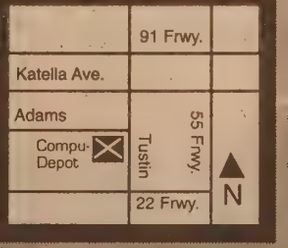

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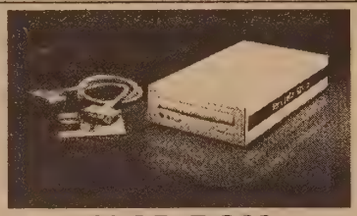

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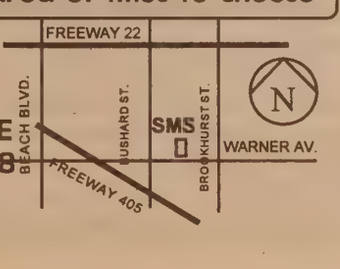

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4Next GT BBS. (213)343-0935, 223-6293; (310)531-0664, 839-4139; (714)956-4698, 649-2719, 956-8127 (@28,800), 831-9043; (818)330-7151, 503-4510. 8-N-1, 24 hrs., 14,400 and 28,800. 100+ lines. Chat, games, files, Internet, user events, all ages. Sysop: Chris Eden. [Exp. #143.]

Aussie BBS. (310)425-5710, 320-5000; (714)670-6500, 572-8800, 537-4300, 262-1200; (818)961-1700, 447-6100, 357-5005, 797-6400. 25 lines. TradeWars, MUDs, chat, files, Internet, FidoNet. Free trial. Sysop: Mike Szabados. [Exp. #143.]

The Crusader BBS. (213)466-4482, (310)348-9746. 14,400. Multiline. 12 CD-ROMs, Internet email, Usenet, chat, games, FidoNet, files. Sysop: Jack Farmer. [Exp. #143.]

DigitalPopcorn. (213)462-5919; (818)398-3303, 843-7919, 988-4750. 24 hrs. except backups T, Th, Sat 2–5 am. DigitalPopcorn is a Pasadena BBS with newsgroups, OneNet, and local conferences. Fee. [Exp. #142.]

Easy Street. (714)778-5473, 528-3771, 229-9859; (909)590-4307. 14,400. 42 lines. Adult fun. Full Internet service, 16GB files, games, chat, news. [Exp. #144.]

Eden—The Electronic Garden. (310)421-2420; (714)548-1900, 530-6335; telnet: edenbbs.com . 24 hrs., 14,400. 52 lines. Adults-only "playground," full Internet access, WorldGroup for Windows. Sysop: Daniel Vesely. [Exp. #144.]

Hell's Door BBS. (310)429-7070, 903-5512, 943-4729; (714)891-6083. 8-N-1, 24 hrs., up to 28,800. Eight nodes. 70,000+ files, games, multinode chat, large adult section. Free. [Exp. #143.]

Homes For Sale On-Line BBS. (310)471-6159, (714)775-8727, (818)997-1772. 8-N-1, 2400–14,400. Review and advertise homes, apartments, REOs, commercial properties, income properties, more. Free. [Exp. #144.]

Hotel California. (310)407-1300, (714)437-1492, telnet: kincyb.com . 24 hrs., 14,400–28,800. Full Internet! Games, adult GIFs, chat, forums. Low fee/no time limits. [Exp. #144.]

ITOnline. (818)240-2180, 1-800-256-4662. 8-N-1, 24 hrs., 28,800. New nationwide adult online service, over 18,000 new files. Free access! [Exp. #143.]

LA Free-Net. (213)223-6511, 764-3022; (818)776-5000. 8-N-1, 24 hrs., up to 14,400. 70 lines. Local boards, email, WWW, gopher, and more. $15/year. [Exp. #142.]

LA Online. (213)936-1160; (310)372-4050, 445-0663; (818)577-2131; voice (310)372-9364. 8-N-1, 1200–14,400. World/national newswire, local news, calendar, movie times, classifieds. Always free. [Exp. #143.]

Miller's Party Board. (213)569-9191, (310)815-0117, (805)583-3142, (818)769-2302, telnet: 199.190.89.2 . 44 lines. TradeWars 2002, MajorMud, SoC, SLIP, live games and chat, GameCom. Sysop: Jack Stern. [Exp. #144.]

Mr. Wonderful's Lair. (213)261-8055, (818)451-0874. 24 hrs., up to 28,800. Internet, echo mail, games, shareware, adult, 12 CDs. Free 14-day account. Sysop: Mr. Wonderful. [Exp. #144 .]

The Online Connection. (213)957-5040, (310)659-5311. 8-N-1, 24 hrs., 28,800. TBBS, 32 multiline adult chat games, GIFs, public boards, more. [Exp. #142.]

Prism BBS. (310)799-0380; (714)454-9242, 638-7249, 642-6256. 8-N-1, 24 hrs., 300–28,800. 32 lines. 4.5GB, Internet, MajorNet, TradeWars 2002, adult areas, social events. Instant access. [Exp. #144.]

Star Tech BBS. (714)257-1175, (909)396-4BBS. 8-N-1, 24 hrs., 28,800. Internet email, newsgroups, FidoNet, CD-ROM, LORD, BRE. Free trial/fee. Sysop: David Unfried. [Exp. #143.]

213

The Career Network BBS. (213)933-4999. 8-N-1, 24 hrs., 2400–14,400. Hundreds of JOBS! throughout the US; your resume can reach 3000+ employers annually. Sysop: Steven McCormick. [Exp. #143.]

The Data Depot BBS. (213)665-5922. 24 hrs., Multiple lines. 50,000 files, games, computer store, full Internet, more. Free trial. [Exp. #143.]

Korea Online. (213)427-2500. 24 hrs., up to 14,400. Eight lines. Korean files, forums, dating, chat. Free trial. [Exp. #142.]

SoulPartners' Computer Online Date. (213)223-3440. 8-N-1, 24 hrs., up to 14,400. Free online date, for friendship and romance, 18 and over. Free/fee. Sysop: Maggie Lok. [Exp. #143.]

Summa Nulla BBS. (213)957-2562. 8-N-1, 24 hrs., 2400–28,800. Doors, files, Internet email, adult. Specializing in PC support. Free/fee. Sysop: Martin Blackwell. [Exp. #142.]

310

ChAoS Online. (310)318-5089. 24 hrs., up to 14,400. Windows files, adult GIFs, six CDs, games, chat, messages. Free/fee. [Exp. #143.]

CircusMaximus OS/2 BBS. (310)782-7580. 23 hrs., 28,800 and ISDN. Internet access available, OS/2 and DOS file areas, echomail, more. [Exp. #142.]

CyberKorea BBS. (310)926-1899, telnet/ftp/www: 165.113.175.2 . Worldwide chat with fellow cyberkoreans, forums, Korean files and info, Internet connection. [Exp. #143.]

Health Info Online. (310)831-6775, 732-1830 (ISDN). 8-N-1, 24 hrs., 1200–115,000 (ISDN). For healthcare professionals, caregivers, patients, people interested in health; files, more. Free/fee. Sysops: Tom and Susan Dorsey. [Exp. #143.]

The Jungle. (310)494-0909. 8-N-1, 24 hrs., 14,400. Files, games, chat, messages, six CD-ROMs, adult sections. Free access. Sysop: Cobra. [Exp. #143.]

L.A. Radio Guide. (310)828-1105. 8-N-1, 28,800. Digital magazine: Program listings, station and DJ profiles. Internet email. Fee. [Exp. #144.]

Los Angeles Macintosh Group BBS. (310)559-6227. 8-N-1, 24 hrs. Latest files; upgrades; forums on DTP, multimedia and video, employment; more. [Exp. #142.]

Mac-Hac'ers BBS. (310)549-9640 with rollover. 8-N-1, 24 hrs., 1200–28,800. 14 CD-ROMs, OneNet and Internet with satellite feed for immediate updates. Sysop: Bud Grove. [Exp. #143.]

Mommadillo's BBS And Breakfast. (310)432-2423. 24 hrs., V.32bis. WWIVNet subs and email. Registered TradeWars v2 and LORD 3.26. Downloads. Free. [Exp. #143.]

One World. (310)372-0987. Ecology, gardening, health, alternative news. Free. [Exp. #143.]

Original Apple Corps BBS. (310)454-4660. Apple II support. Sysop: Ed Molina. [Exp. #144.]

Southern California Computer Society. (310)926-6778. 8-N-1, 24 hrs., 14,400. New users welcome. Conversation, files. Seal Beach/Long Beach. $15/year. [Exp. #143.]

The Spider's Web BBS. (310)416-9901. Wiccan, neopagan, alternative spirituality; recovery; BikeNet; SF, Trek, science; more. Free access. [Exp. #143.]

The Tower BBS. (310)698-3006. 24 hrs., 300–14,400. Christian fellowship, CD-ROM files, LORD, TradeWars, Doors, games, instant verification. Sysop: Raymond Shih. [Exp. #142 .]

Upper Transylvania BBS. (310)515-6843, 515-6953, 515-1757. 24 hrs., 1200–33,600. Christian and free. 20 CDs. Hub for Agape Family Net. Sysop: Ron Hoffman. [Exp. #142.]

Wah-Fah? BBS? (310)694-3557, 694-0577. 8-N-1, 24 hrs., 300–28,800. LORD, four CD-ROMs, general and adult file/message/door areas. Free! Sysops: Andy Garcelon, Tim Young. [Exp. #143.]

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Why Not BBS. (310)436-1311. 8-N-1, 24 hrs., 2400–33,600. Five lines. 12 CDs, files, Internet email, newsgroups, adult, games, chat. Free/fee. Sysop: David A. Scott. [Exp. #143.]

714

1% Homeseller BBS. (714)990-4802. 8-N-1, 24 hrs., 2400–28,800. Homes for sale in Southern California. Free access. [Exp. #144.]

The Abyss BBS. (714)373-1575. 8-N-1, 300–14,400. WWIVnet, FidoNet echos, free Internet email, messages, transfer section, games, more. Sysop: Byte. [Exp. #144.]

Beyond Chat BBS. (714)572-1993, 526-2344, 539-1849. 24 hrs., 14,400. Eight lines. Fun-loving, friendly, fast-growing, exciting, new adult board! [Exp. #144.]

Budapest BBS. (714)895-4885. 8-N-1, 24 hrs., 14,400. News, ads, politics, history, language, European events, CD files, more. Free. Sysop: Fred H. [Exp. #144.]

Business And Design Forum. (714)952-1164. 8-N-1, 24 hrs., 28,800. Architects, builders, specifiers, interior design, graphics, commercial, industrial, residential; more. Free. [Exp. #143.]

Generation X BBS. (714)361-8521. 24 hrs. Excalibur Windows BBS, 12 CDs, games, chat, email, adult. Free/fee. Sysop: Dave Edmondson. [Exp. #142.]

HHG BBS. (714)459-2536, 459-2537. 24 hrs. 28,800. Fido, RIME, 20 doors, TradeWars, BRE, SRE, PIT, Usurper. Sysop: Dennis Mullins. [Exp. #143.]

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The Irvine "X"Change BBS. (714)552-0589. 8-N-1, 24 hrs., 28,800. S/w files, games, six CDs. Acess first call, adult w/fee. Sysop: Richard Neilssien. [Exp. #143.]

Light Waves BBS. (714)541-3232 (14,400), 541-5442 (28,800). 8-N-1, 24 hrs., 2400–28,800. General interest, messages, files, games, Seboldt Software support. Free/donations. [Exp. #144.]

The Louvre. (714)535-1758, 535-1689. 8-N-1, 24 hrs., 2400–28,800. Games, files, CD-ROMs, messages, chat, many adult files. Ratio/fees for adult access. Sysop: Dr. Jest. [Exp. #143.]

The Mega Connection BBS. (714)744-5005. 8-N-1, 24 hrs., 2400–28,800. Multinode. Experience the online 24-bit graphics, 5GB+, free adult access. Sysop: Mazen Khoury. [Exp. #143 .]

The Midnight Hour. (714)779-6124. 8-N-1, 24 hrs., 2400–14,400. Family/adult areas, games, chat, large shareware library/adult GIFs. [Exp. #144.]

Mission On-line. (714)258-0707. 24 hrs., 28,800. Internet email, RIP, CD library, forum for programmers and data processing professionals. Free. Sysop: Kurt Steffien. [Exp. #143.]

The Modem Express. (714)994-9502. Files, chat, Door games, games, FidoNet, friendly people. Sysop: Tim Leonard. [Exp. #144.]

OS/2 Online. (714)830-1884. 14,400. Internet Resource Center, 1600+ file directories, OS/2 support, more. Free trial. [Exp. #142.]

Pepper's Station. (714)964-2155. 8-N-1, 24 hrs., 14,400. World Message Exchange, ROCIE, PoemNet, CD-ROM, LORD, BRE. Totally free! Sysop: Patrick Palczewski. [Exp. #142.]

Psykosis Online. (714)961-0181, 961-1048, 961-8673, 961-8474, 961-8475, 961-8365, 961-8366, 961-8367. 8-N-1, 24 hrs.,

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805

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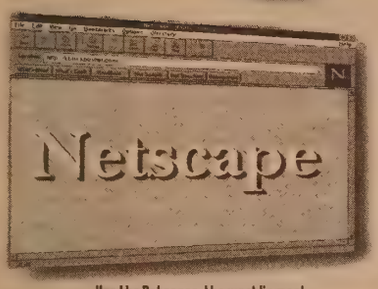

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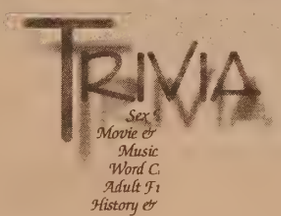

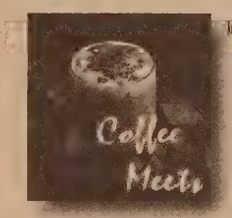

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The Boat House BBS. (818)994-1627. 8-N-1, 24 hrs., 2400–14,400. FidoNet, RPGnet, Inter-BBS games, 5000+ files on CD-ROM. Free public access. Sysop: Mark Presley. [Exp. #144.]

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Computer One. (818)763-0678. 24 hrs., 14,400. 45,000+ files, Internet, FidoNet, Usenet, 30+ games. Sysop: Ed Baker. [Exp. #142.]

David's Amazing Internet Services. (818)734-4800. 24 hrs., up to 28,800. Your friendly Internet provider. New number. Uncensored fun, 56K network connection. Sysop: David Dennis. [Exp. #144.]

Earthquake City BBS. (818)368-3337. 8-N-1, 24 hrs., 14,400. Two lines. Files, messages, games, 1GB online. Free. Sysop: Steven Libis. [Exp. #142.]

Follow Your Heart—Heart Disease Support BBS. (818)776-2778. 24 hrs. For heart disease patients, their families, friends, caregivers, medical community. Free. [Exp. #144.]

The Galaxy-II BBS. (818)706-0130. 28,800. All gamers welcome. VGA Planets, LORD, Assassin, chat, more. Free trial. Sysop: Brett Tondreau. [Exp. #142.]

The Gathering. (818)557-0900, 842-0299. 8-N-1, 24 hrs., 2400–28,800. Many files, WADS, Doors, TradeWars 2002, LORD, Usurper, Interplay Distribution Site. Sysop: Andy Zeilman. [Exp. #142.]

Ham*Info*Link*Source BBS. (818)584-1952. 8-N-1, 24 hrs., up to 14,400. Devoted to amateur radio, swl, dx, packet, news, exams/classes. Free. Sysop: KB6AXK. [Exp. #144.]

Head's Up BBS West. (818)334-7858. 8-N-1, 24 hrs., 2400–28,800. Multi-interest adult files, adult CDs, no ratio. Seven-day free trial. Sysop: Alberto Diaz. [Exp. #142.]

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The SLATE BBS. (818)763-9172. 8-N-1, 24 hrs., 300–14,400. Sports, law, tons of everything, files, original games, and more. Free. Sysop: Rob Reed. [Exp. #142.]

Solaris. (818)609-9276. 24 hrs., 1200–28,800. Instant validation. Internet. No ratios. 40+ online games. Free/donation. Sysop: Jim Burrows. [Exp. #143.]

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Sugar Free BBS! Diabetes Support Board. (818)776-2779. 24 hrs. For those with diabetes, their families, friends, caregivers, medical community. Free. [Exp. #144.]

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The World's Window. (818)830-6006. For customers of the Expedition Group: tech support, consulting info, drivers, more. Free. [Exp. #144.]

Wyrm BBS. (818)793-2426. 8-N-1, 24 hrs., 28,800. Files sorted by user ratings. Earn, free, or pay. Sysop: David Croft. [Exp. #143.]

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California Prime Line (CPL). (909)307-1344. 24 hrs., 14,400. 20 lines. One-stop family entertainment service. Free limited trial. Sysop: Shadow. [Exp. #144.]

Data Connection. (909)698-7257. 8-N-1, 24 hrs., 28,800. Multiline. Email, USA Today, weather, 20 CDs, adult areas. Fee. Sysop: Dennis Clark. [Exp. #144.]

Dragon's Lair BBS. (909)794-4340. 8-N-1, 24 hrs., 1200–14,400. CD-ROM, large file base, FidoNet, ICEnet, echos, messages, WWIV 4.24. Free access. Sysop: Hawkeye. [Exp. #144.]

Head's Up BBS. (909)681-3721. 8-N-1, 24 hrs., 2400–28,800. Multi-interest adult files, adult CDs, no ratio. Seven-day free trial. Sysop: Mark Temte. [Exp. #142.]

Inland Sports BBS. (909)789-2978. 8-N-1, 24 hrs., 28,800. SoCal sports BBS and more! 78,000+ files, animated menus. Free. Sysop: Jim Charters. [Exp. #143.]

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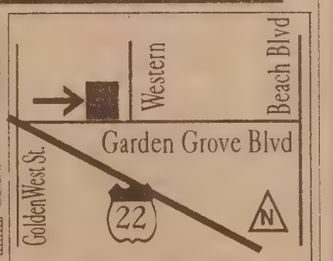


Resources

USER GROUPS

AMIGA

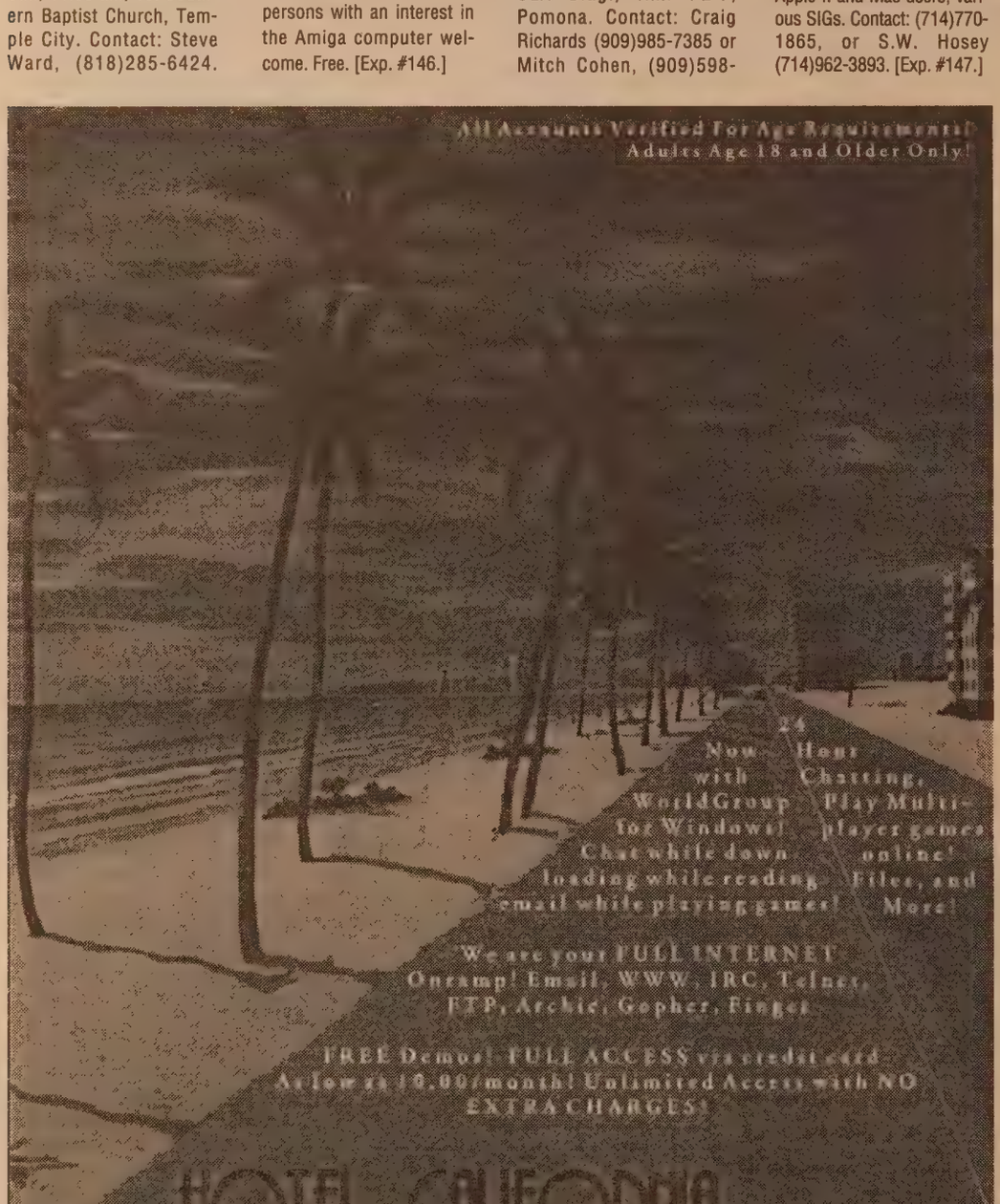
Amiga—San Gabriel Valley. Meetings: last Tues., 7:30 pm, Michelangelo's Pizza, San Dimas; 3rd Sat., 11:00 am, 1st Southern Baptist Church, Temple City. Contact: Steve Ward, (818)285-6424. [Exp. #147.]

Amiga Users Group Of Long Beach. Meetings: 1st Thurs., 7:00 pm, Fire Station Bldg., 5373 E. Second St., Belmont Shores. All persons with an interest in the Amiga computer welcome. Free. [Exp. #146.]

APPLE

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs. (except Nov. 9), 7:00 pm, Cal Poly Pomona, CLA Bldg., Rm. P2-7, Pomona. Contact: Craig Richards (909)985-7385 or Mitch Cohen, (909)598-5766. [Exp. #147.]

Orange Apple Computer Club. Meetings: 1st Sat., 8:00 am, Chemistry Bldg., Orange Coast College, 2701 Fairview Rd., Costa Mesa. Apple II and Mac users, various SIGs. Contact: (714)770-1865, or S.W. Hosey (714)962-3893. [Exp. #147.]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Original Apple Corps. Meetings: 2nd Sun., West LA area. Apple II and Mac users group. Support for beginners through experts. Contact: Fred Duffy, (310)450-3336. [Exp. #147.]

ATARI

All Computer Association Of Orange County. Meetings: 2nd Sun., 1:00 pm, 12860 Euclid Ave., Garden Grove (next to Black Angus). Supporting Atari, Macintosh, PC, and other computer systems. Contact: (714)265-9357. [Exp. #144.]

ATESIG—Atari 8-Bit SIG. Meetings: 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Contact: (310)430-5433. [Exp. #145.]

South Bay All Computer Enthusiasts. Meetings: 4th Wed., 7:30 pm, Del Amo Savings Bank, 2177 Pacific Coast Hwy., Lomita (NE corner of PCH and Narbonne). Open to anyone who would like computer-related assistance or to those who have skills or interests to contribute. Contact: Danny or Mary, (310)834-4052. [Exp. #147.]

COMMODORE

CHLB—Commodore Helpers of Long Beach. Meetings: 2nd Sat., 9:00 am., Community Presbyterian Church, 6380 Orange Ave., Long Beach. Newsletter, large library, monthly disks. Contact: Herb, (310)429-8998. [Exp. #143.]

Orange County Commodore Club. Meetings: 4th Sat., 11:00 am, Costa Mesa Public Library, 1855 Park Ave., Costa Mesa. Contact: Mike Moore, (714)668-9715. [Exp. #144.]

San Fernando Valley Commodore 64/128 Users Group. Meetings: 1st Tues., 7:00 pm, Balboa Park Recreation Center, Rm. 2, Balboa and Burbank blvds., Encino. Contact: Paul Kroll, (818)892-3859. [Exp. #142.]

South Bay Commodore Users Group. Meetings: 3rd Thurs, 7:00 pm, So. Cal. Edison Generating Station, 1100 Harbor Dr. (across from King Yacht Harbor), Redondo Beach. Contact: Dorothy, (310)323-9265. [Exp. #143.]

DESKTOP PUBLISHING

Orange County CorelDRAW/Ventura Users' Group. Meetings: 2nd Wed., Graphix Zone, 38 Corporate Park, Irvine. Contact: Marge Packman, (714)798-1230 or *mpackman@cisco.com* . [Exp. #144.]

Orange County FrameMaker Users Network (OCFUN). Meetings: varying Thurs., 6:00 pm, LearnSoft, 4590 MacArthur Blvd., Suite 350, Irvine. Contact: Marge Packman, (714)798-1230 or *mpackman@cisco.com* . [Exp. #147.]

IBM AND COMPATIBLES

All Computer Association Of Orange County. Meetings: 2nd Sun., 1:00 pm, 12860 Euclid Ave., Garden Grove (next to Black Angus). Supporting Atari, Macintosh, PC, and other computer systems. Contact: (714)265-9357. [Exp. #144.]

Channel Islands PC User Group. Meetings: 1st Sat., 9:30 am, Freedom Center, 515 Eubanks St., Camarillo (at Camarillo airport). Covers DOS, Windows, OS/2. Visitors welcome, no charge, PO Box 5025, Oxnard, CA 93031. Contact: *dviolini@rain.org* . [Exp. #144.]

Greater South Bay PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center, behind Torrance main library. Contact: (310)335-2799. [Exp. #144.]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, Masonic Temple, 5155 E. Pacific Coast Hwy., Long Beach. Novice and experi-

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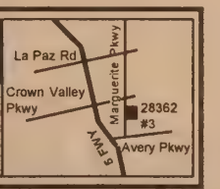

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- *32 BIT VLB AT I/O & IDE Card
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- *1.44 MB Floppy Drive
- *101 BTC Enhanced key board
- *3 button serial mouse
- *14"SVGA .28 N.I. Full Screen

Multimedia Kit:
2X CD-Rom,16 Bit MCD SoundCard
4+4 watts Speakers

System only
486DX4-100
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PENTIUM 586-100/120 MHz

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- *8 MB RAM 72 PIN 70NS
- *540 MB IDE HARD DRIVE
- *1.44 MB FLOPPY DRIVE
- *KEYBOARD 101 B.T.C. ENHANCED
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- *14" SVGA .28 N.I. Full Screen SHAMROCK

Pentium Intel 586-100 **$1239.00**

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Toshiba 3601B SCSI 4.4X speed	$299.00
Sony 76F SCSI 4X	$179.00

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CPU

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Pentium 586-133 Mhz CPU	$720.00
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AMD 486-DX4 100 MHZ 3V	$109.00
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AMD 486-DX2 80 MHZ 3V	$ 69.00

MOTHER BOARDS

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586 PENTIUM

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Resources

USER GROUPS cont...

enced welcome, BBS, public domain library, newsletter, SIGs. $25/year, $35 for families. Contact: Jim Wells, (310)439-7114. [Exp. #146.]

Los Angeles Computer Society. Meetings: 2nd Tues., 7:00 pm, Robert Frost Auditorium, Culver City High School, 4401 Elenda St., Culver City. Vendor presentations, free software, special interest groups, BBS. Contact: (310)471-2726. [Exp. #143.]

Microsoft Foundation Classes User's Group. Meetings: 2nd and 4th Tues., 6:30 pm, 201 W. Hilliard Ave., Monterey Park. Contact: Fook H. Eng, (818)572-9220. [Exp. #144.]

Orange Coast IBM PC User Group. 1520 Brookhollow, Suite 38, Santa Ana. Speakers, BBS, software library, newsletter, and SIGs. Everyone welcome. Contact: (714)662-2939. [Exp. #143.]

Orange County IBM PC Users Group. Meetings: 2nd Tues., 6:30 pm. Speakers, software, newsletter, BBS. Open to public, all welcome. Contact: (714)990-0580. [Exp. #146.]

South Bay All Computer Enthusiasts. Meetings: 4th Wed., 7:30 pm, Del Amo Savings Bank, 2177 Pacific Coast Hwy., Lomita (NE corner of PCH and Narbonne). Open to anyone who would like computer-related assistance or to those who have skills or interests to contribute. Contact: Danny or Mary, (310)834-4052. [Exp. #147.]

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, Community Room,12535 Seal Beach Blvd., Seal Beach. We welcome all who are interested in IBM and compatible computers; BBS and newsletter. $15/yr. Contact: Jim Perry, (310)429-3060. [Exp. #146.]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs. (3rd in Nov. and Dec.), 6:30 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted at novice to expert levels of computer knowledge. Contact: Harry Isaman, (805)495-8325 or Eli Spater, (805)496-8053. [Exp. #147.]

Tug-Net. Meetings: 1st four Thurs., 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Visitors free. Ample parking. Contact: (818)249-1629 or 884-9441. [Exp. #145.]

Valley Computer Club. Meetings: 1st Wed., 7:00 pm, Burbank Board of Realtors Bldg., rear entrance, 2006 W. Magnolia, Burbank. BBS, PD library, SIGs, newsletter. All welcome. Contact: Estella McClintock, (818)848-1948; or Grayce Hruda, (818)842-3707. [Exp. #147.]

Valley IBM Compatible Users Group (VICUG). Meetings: 3rd Fri., 7:00 pm, State Bldg., 6150 Van Nuys Blvd., Van Nuys. Contact: Harry Tischler, (818)997-1470. [Exp. #144.]

KAYPRO

KAYOS Kaypro User Group. Meetings: 4th Tues. of even months, 6:00 pm, El Segundo Library, Mariposa and Richmond streets. Contact: (310)379-8339. [Exp. #146.]

MACINTOSH

All Computer Association Of Orange County. Meetings: 2nd Sun., 1:00 pm, 12860 Euclid Ave., Garden Grove (next to Black Angus). Supporting Atari, Macintosh, PC, and other computer systems. Contact: (714)265-9357. [Exp. #144.]

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm, Cal Poly Pomona, CLA Bldg., Rm. P2-7, Pomona. Contact: Craig Richards, (909)985-7385 or Mitch Cohen, (909)598-5766. [Exp. #146.]

Long Beach Chapter Of LAMG. Meetings: 1st Tues. (but Sept. 12 and Oct. 10), 6:00 pm, Signal Hill Elementary School Auditorium, 2285 Walnut, Signal Hill. Presentations, Q&A, diverse group of new and experienced Macintosh users. Contact: Roger Kroll, (310)433-9818. [Exp. #146.]

Los Angeles Macintosh Group (LAMG). Meetings: 3rd Thurs., 7:30 pm, Santa Monica High School's Barnum Hall, 601 Pico Blvd., Santa Monica. Vendor presentations, 25+ SIGs, seminars, BBS, monthly magazine. Guests welcome. Contact: (310)319-1821. [Exp. #145.]

Orange Apple Computer Club. Meetings: 1st Sat., 8:00 am, Chemistry Bldg., Orange Coast College, 2701 Fairview Rd., Costa Mesa. Apple II and Mac users. Various SIGs. Contact: (714)770-1865 or S.W. Hosey (714)962-3893. [Exp. #147.]

Original Apple Corps. Meetings: 2nd Sun., West LA area. Apple II and Mac user group. Support for beginners through experts. Contact: Fred Duffy, (310)450-3336. [Exp. #147.]

QMUG/LA, The Lesbian, Gay, Bisexual Macintosh User's Group. Meetings: 2nd Mon., 7:30 pm, Los Angeles Gay and Lesbian Community Services Center, 1625 N. Schrader Blvd., Los Angeles. Social, business, and technical network for lesbian, gay, and bisexual Mac users. Contact: (213)222-7684 or *QMUG-LA@pop.com*. [Exp. #144.]

South Bay All Computer Enthusiasts. Meetings: 4th Wed., 7:30 pm, Del Amo Savings Bank, 2177 Pacific Coast Hwy., Lomita (NE corner of PCH and Narbonne). Open to anyone who would like computer-related assistance or to those who have skills or interests to contribute. Contact: Danny or Mary, (310)834-4052. [Exp. #147.]

South Bay Apple Mac User Group. Meetings: Last Wed., 8:00 pm, Knob Hill Community Center, 320 Knob Hill, Redondo Beach. Newsletter, PD library, demos, and raffles. Contact: (310)644-3315. [Exp. #144.]

NETWORKING

Los Angeles NetWare Users Group (LANet). Meetings: 4th Tues., 6:30 pm, Novell, 11300 W. Olympic Blvd. at Sawtelle, 9th Floor, West LA. Vendor presentations and open forum. Contact: LANet, 1-800-60-LANET. [Exp. #144.]

OCNET—Orange County NetWare Users Group. Meetings: 2nd Tues. 6:30 pm and 4th Tues. 11:00 am, Novell, 18101 Von Karman, Suite 500, Irvine. Specializes in Novell NetWare solutions. Contact: 1-800-532-7268. [Exp. #143.]

OS/2

Southern California OS/2 User Group (SCOUG). Meetings: 3rd Sat., 9:00 am, Exchanging information and providing mutual assistance to others about OS/2 Warp. Free. Contact: Bert Langer, (714)730-5221. [Exp. #147.]

PARADOX

Orange Co. Chapter, LA Paradox User's Group (LAPALs). Meetings: 3rd Wed., 7:00 pm, Newport Beach Fire Dept., 475 32nd St., Newport Beach. Presentations, Q&A, etc. for Paradox (DOS/Windows) users and developers. Contact: Glenn Jones, (310)490-2092. [Exp. #145.]

TANDY

San Gabriel Valley Tandy User's Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, BBS, newsletter, RAM session. Contact: Jack Nock, (818)578-0411. [Exp. #147.]

UNIX

UUASC, The UNIX User's Association Of Southern California. Meetings: 2nd Mon., 7:00 pm. For all people using all flavors of UNIX; presentations, discussions. Contact: Larry, (714)526-4347. [Exp. #142.]

WINDOWS

WINNERS—WINdows usERS. Meetings: 2nd Sat., 9:00 am, Orange Coast College Chemistry #214, 2701 Fairview, Costa Mesa. Great speakers, help for Windows and Windows applications. Beginners, experts welcomed. Contact: (714)542-0468. [Exp. #143.]

ASSOCIATIONS

Society For Technical Communication, Orange County Chapter. A nonprofit organization dedicated to providing educational programs and networking opportunities in technical communication. Call: (714)863-7666. [Exp. #142.]

Software Council Of Southern California. Meetings: usually 4th Wed., 6:00 pm, Long Beach Marriott, main ballroom, 4700 Airport Plaza Dr.; also breakfasts and luncheons around SoCal. A nonprofit trade association whose membership is comprised of software development organizations, as well as companies providing support and services to the local software industry. Call: Bill Manassero, (310)328-0043. [Exp. #144.]

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486DX4-100MHz 256K C. PCI/ISA	288
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SIS Pentium PCI/ISA 256K C. EIDE w/I/O PCI 100MHz CPU	478
Intel Zappa Pen. PCI/ISA 256K C. w/100MHz CPU	558
Intel Zappa Pentium PCI/ISA 256K C. w/75MHz CPU	457
Green PC VLB 486DX4-120MHz 256K C. w/CPU	258
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PCI/VLB Green PC 486DX2-80MHz 256K C. w/CPU	247
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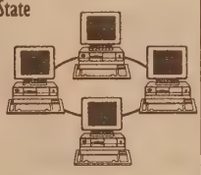

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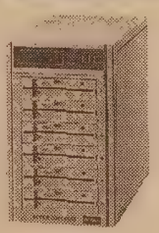

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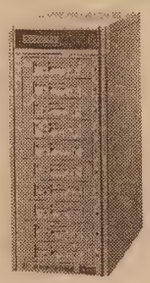

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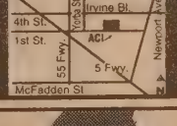

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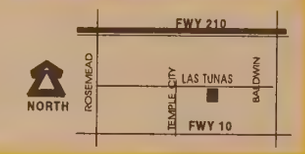

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- NEC 1.4MB Drive
- Western Digital 850MB IDE Hard Drive
- Windows Accelerator w/1MB
- 2 Serial, 1 Parallel, 1 Game Port
- 15Non-Interlaced SVGA Color Monitor .28
- Deluxe Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Key Board
- *CLASSIC-CX2 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD*
  - *Double Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free mouse

AMD DX2-66MHz	$ 1348
INTEL DX2-66MHz	$ 1398
AMD DX4-100MHz	$ 1408
INTEL DX4-100MHz	$ 1478

CLASSIC SERIES CX4-8M

- Infinity 2000™ 486 PCI or VLB Mainboard
- 486 Processor
- Math Coprocessor Built In
- 256K Ultrafast write back cache
- 8MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- Western Digital 850MB IDE Hard Drive
- Windows Accelerator w/1MB
- 2 Serial, 1 Parallel, 1 Game Port
- 15Non-Interlaced SVGA Color Monitor .28
- Deluxe Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Key Board
- *CLASSIC-CX4 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD*
  - *Quad Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free mouse

AMD DX2-66MHz	$ 1418
INTEL DX2-66MHz	$ 1468
AMD DX4-100MHz	$ 1478
INTEL DX4-100MHz	$ 1548

POWER INFI-2000 P5-8M

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
- Intel Pentium Chip Processor
- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 8MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- Western Digital 850MB IDE Hard Drive
- Diamond Stealth 64 *PCI w/ 1MB Video DRAM*
- On-Board PCI Bus Master IDE & Multi I/O (UARTs)
- 15" Non-Interlaced SVGA Color Monitor .28
- Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Keyboard

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free mouse

PENTIUM 75MHz	$ 1398
PENTIUM 90MHz	$ 1498
PENTIUM 100MHz	$ 1598
PENTIUM 120MHz	$ 1798
PENTIUM 133MHz	$ 1948

POWER INFI-2000 P5-18D

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
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- 256K Ultrafast write back cache
- 16MB 72pins RAM exp. to 128MB
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Free mouse

PENTIUM 75MHz	$ 2108
PENTIUM 90MHz	$ 2208
PENTIUM 100MHz	$ 2308
PENTIUM 120MHz	$ 2508
PENTIUM 133MHz	$ 2668

POWER INFI-2000 CX4-10M

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
- Intel Pentium Chip Processor
- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 8MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- Western Digital 850MB IDE Hard Drive
- Diamond Stealth 64 *PCI w/ 2MB Video DRAM*
- On-Board PCI Bus Master IDE & Multi I/O (UARTs)
- 15" Non-Interlaced SVGA Color Monitor .28
- Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Keyboard
- *POWER INFI-2000 CX4 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD*
  - *Quad Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

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Free mouse

PENTIUM 75MHz	$ 1728
PENTIUM 90MHz	$ 1828
PENTIUM 100MHz	$ 1928
PENTIUM 120MHz	$ 2128
PENTIUM 133MHz	$ 2278

POWER INFI-2000 CX4-12D

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
- Intel Pentium Chip Processor
- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 8MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- Western Digital 1.2GB IDE Hard Drive
- Diamond Stealth 64 *PCI w/ 2MB Video DRAM*
- On-Board PCI Bus Master IDE & Multi I/O (UARTs)
- 15" Non-Interlaced SVGA Color Monitor .28
- Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Keyboard
- *POWER INFI-2000 CX4 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD*
  - *Quad Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free mouse

PENTIUM 75MHz	$ 1798
PENTIUM 90MHz	$ 1898
PENTIUM 100MHz	$ 1998
PENTIUM 120MHz	$ 2198
PENTIUM 133MHz	$ 2348

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- NEC 1.4MB Drive
- Western Digital 1.2GB IDE Hard Drive
- Diamond Stealth 64 *PCI w/ 2MB Video DRAM*
- On-Board PCI Bus Master IDE & Multi I/O (UARTs)
- 17" Non-Interlaced SVGA Color Monitor .28
- Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Keyboard
- *POWER INFI-2000 CXT4 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD w/ ASP*
  - *Quad Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free Mouse!

PENTIUM 75MHz	$ 2128
PENTIUM 90MHz	$ 2228
PENTIUM 100MHz	$ 2328
PENTIUM 120MHz	$ 2528
PENTIUM 133MHz	$ 2678

POWER INFI-2000 CXT4-24Si

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
- Intel Pentium Chip Processor
- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 8MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- Conner 1.0GB SCSI-2 Hard Drive
- Diamond Stealth 64 *PCI w/ 2MB Video VRAM*
- Built-in Adaptec 2940 PCI Fast SCSI Controller
- 15" Non-Interlaced SVGA Color Monitor .28
- Mid Tower Case w/ UL 230W Power Supply
- 101 Enhanced Keyboard
- *POWER INFI-2000 CXT4Si (MULTIMEDIA)*
  - *Creative Labs Sound Blaster 16MCD*
  - *NEC 512 6X SCSI CD-ROM Drive*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

Windows 95 w/Manuals or Dos 6.22 & Windows 3.11 w/ manuals & diskettes

Free Mouse!

PENTIUM 75MHz	$ 2478
PENTIUM 90MHz	$ 2578
PENTIUM 100MHz	$ 2678
PENTIUM 120MHz	$ 2878
PENTIUM 133MHz	$ 3028

POWER INFI-2000 CXP6-16Si

- Intel *New* TRITON CHIPSET PENTIUM Mainboard
- Intel Pentium Chip Processor
- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 16MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- 2.1GB SCSI-2 Hard Drive
- Diamond Stealth 64 *PCI w/ 2MB Video VRAM*
- Adaptec 2940 PCI Fast SCSI Controller Built In
- MAG 17" DX17F .26 Flat Screen Digital Control (1280x1024)
- Full Tower Case w/ UL 250W Power Supply
- Fujitsu 101 Enhanced Keyboard
- *POWER INFI-2000 CXA6 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster AWE-32*
  - *PLEXTOR SCSI Six Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

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Free Mouse!

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PENTIUM 90MHz	$ 4078
PENTIUM 100MHz	$ 4178
PENTIUM 120MHz	$ 4378
PENTIUM 133MHz	$ 4628

POWER INFI-2000 CXP6-28Si

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- EPA "Energy Star" Power Management
- 256K Ultrafast write back cache
- 32MB 72pins RAM exp. to 128MB
- NEC 1.4MB Drive
- 2.1GB SCSI Hard Drive
- Diamond Stealth 64 *PCI w/ 4MB Video VRAM*
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- MAG 17" DX17F .26 Flat Screen Digital Control (1280x1024)
- Full Tower Case w/ UL 250W Power Supply
- Fujitsu 101 Enhanced Keyboard
- *TWIN POWER INFI-2000 CXP6 (MULTIMEDIA)*
  - *Creative Labs Sound Blaster AWE-32*
  - *PLEXTOR SCSI Sixth Speed CD-ROM Drives*
  - *160Watts HI-FI Amplified Speakers*
  - *21 CD-Titles*

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News and Views

Fantasies

continued from page 34

its operation to an engineering-only company once again. It operates LAN equipment at 5.8GHz, provides up to 8Mbps LAN-type communications, and was about to announce and start shipping its product.

What happened is that it got caught up in a physics problem called multi-path and itsrange was not repeatable in all cases. RadioLan will solve the problem, but there remain problems with radio systems, especially at these frequencies.

I want to make sure that those who are telling your readers just how easy it is going to be understand things like line-of-sight problems, multi-path, even with repeaters, and the fact that radio is not a straight science.

Anyway, it appears as if I have, once again, gotten into the middle of a group of zealots who believe that anything they can dream up can become a reality. There are technical limitations and there is also an issue with the fact that no matter what George Gilder and others think there is a finite amount of spectrum available for use.

I would like to think that our emergency service providers would take top consideration over all others when we look at allocating radio spectrum, but this is not the case. The spectrum "glass" is neither half full nor half empty, it is completely full of users. It is not possible to move the spectrum to a bigger glass since there is not more, but it is possible to make better use of the spectrum we now have.

If you want to have a wide-area, free communications system or systems why not go after some of the UHF TV spectrum which has been sitting idle for a number of years? We are going after this spectrum for public safety communications, but there is plenty of it being protected by the National Association of Broadcasters, and it is better suited for what you want to do, covers larger areas, and is cheaper to build equipment for.

I am not opposed to the ideas put forth, I am concerned about the amount of hype here, the amount of misinformation regarding radio spectrum and its use, and the fact that non-technical types believe that anything is possbile with wireless communications. Wireless, especially at these frequencies, is going to be the "last mile" or the last quarter mile, not the end-all-be-all, totally-free access to whatever we want.

Andy Seybold

Business Solutions

Commercial Real Estate

continued from page 80

strategies for preserving and enhancing their returns. Conversely, tenants need to reevaluate their present and future space requirements for owned and leased properties.

Each side bears a risk. Landlords and lenders do not wish to own or lend against the wrong type of property. Tenants do not wish to have excessive commitments to redundant space.

Property owners should consider selling or trading out of real estate likely to be negatively influenced by technology. Alternatively, they should consider rehabilitating structures suitable for info-age uses, e.g., home-office, telework center, etc. They should consider seeking tenants less technologically vulnerable, e.g., restaurants, mortuaries, and offices requiring permanent space. Geographically diversifying may also be helpful.

Tenants have the opposite considerations. They should anticipate changes in their space needs and renegotiate existing leases to obtain less space or to shorten the term. Adding the right to "put" the space back to the landlord may make sense. Alternatively, negotiate a lease termination or consider an assignment or sublet of the space. Finally, tenants owning real estate like a head office should determine whether space is available from a third party at a lower cost and dispose of the property.

Lenders have to worry about being paid back. Tenants deserting a building may cause the landlord to go into foreclosure. Lenders can meet the challenges by reconsidering the sectors they lend to, selling loans with vulnerable collateral, and shortening loan maturities to meet the risks of the Information Age.

The integration of information technology has many unintended consequences for society, government, and business. Many are positive, but, for commercial real estate, the consequence is negative.

Over the long term the economy will adjust to the new forces. However, just ahead there will be severe dislocations. Organizations dealing with commercial real estate need to employ systemic and eclectic investing and lending strategies, consistent with the dictates of the Information Age. ■

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Pentium Systems with Intel Triton Chipset and 14" SVGA .28 Monitor

		Multimedia
100 MHz	$1,225.00	$1,325.00
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including: *(Free Mouse w/ Mouse Pad)*

- **Motherboard w/ Intel Triton Chipset,** 256K Cache, Builtin E-IDE, floppy, high speed serial & parallel ports, supports EDO memory
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- 540 MB HDD
- 1.44 Floppy Drive
- Midtower case w/ P/S
- 14" SVGA .28 monitor
- PCI - 1MB SVGA card
- 101 Enhanced Keyboard

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- 486DX2-66 VLB Green Pentium Ready 256k $121.00
- 486DX2-80 VLB Green Pentium Ready 256k $126.00
- 486DX4-100 VLB Green Pentium Ready 256k $160.00
- Intel 486DX4-100 VLB Green Pentium Ready 256k ... $215.00

Pentium Motherboard w/ Intel Triton Chipset, 256K Cache, Builtin E-IDE, floppy, high speed serial & parallel ports, supports EDO memory

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- With 100 MHz CPU $515.00
- With 120 MHz CPU $680.00

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- 4MB 72 pin $121.00
- 8MB 72 pin $240.00
- 16MB 72 pin $467.00

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Intel

- Pentium - 75 MHz $179.00
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- Pentium - 100 MHz $365.00
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- 486 DX2 - 66 MHz $99.00
- 486 DX4 - 100 MHz $139.00

AMD

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- 486 DX2 - 80 MHz $58.00
- 486 DX4 - 100 MHz $91.00
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Cyrix

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- 486 DX2 - 80-5V $53.00
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- Sound Blaster 16 Bit SCSI II $100.00
- Sound Blaster Awe 32 $165.00/ $230.00
- Mozart 16 Bit $45.00
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- 15" SVGA NI .28 1280 x 1024 $300.00
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Sony Quad Speed CD ROM Drive **$130.00**

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		Multimedia
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486DX2 -	80 MHz $709.00	$809.00
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The above systems come with 256K Cache:

- **540 MB HDD** *(Free mouse w/ mouse pad)*
- 4MB RAM
- 14" SVGA .28 Monitor
- Digital Case w/ P/S
- VLB SVGA Card 1 MB
- VLB IDE Card
- 101 E Keyboard
- 1.44 MB FDD

Cyrix CPU
Brand New, Not Used
DX2-66 5V $49.00
DX2-80 5V $53.00

Fax Modems Int
14.4K $40.00
28.8K $115.00

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• HP DeskJet 600	$280.00	• HP LaserJet 5L	$495.00
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• HP DeskJet 850C	$525.00	• HP LaserJet 4 Plus	$1345.00
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• 730 MB E-IDE	$165.00	• 2.1GB SCSI II	$650.00
• 850MB E-IDE	$180.00	• 4.3 GB SCSI II	$960.00
• 1.0GB E-IDE	$215.00	• 9.0 GB SCSI II	$1999.00
• 1.2 GB E-IDE	$240.00	CALL FOR WIDE SCSI DRIVES	

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• ISA-IDE I/O Card	$10.00	• **Adaptec** 2842 VLB SCSI	$190.00
• VLB I/O & IDE 2S, 1P, 1G, 4HD, 2FD enh.	$16.00	• **Adaptec** 2940 PCI SCSI	$190.00
		• **Adaptec** 2940 W-PCI SCSI	$220.00

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FullTower case	$66.00	Mouse	$6.00

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1MB 32 Bit VLB	$60.00
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Laptops *continued from page 42*

Computer of the Month:

Toshiba Protégé 610CT

Since it's a longtime leader in portable computing, I find that a new model by Toshiba is always worth examining. The Protégé line is small and speedy. The computer weighs in at 4.8lbs. including battery and measures approximately 10" x 8" x 2". Despite its weight and size, this is a powerhouse Pentium system running at 90MHz. The computer comes standard with 8MB of fast extended data output memory. You can increase this all the way up to 40MB (an additional $679 up to $2549 depending upon how much memory you want).

The hard drive is 686MB. No other configurations are available, but this is certainly large enough for a portable. An external floppy drive comes with the package. I applaud this design ,as the need for a floppy drive is not great. You must have access to a floppy drive, but you don't need one every day. When on the road, many users can safely leave their floppy drive at home.

Toshiba has incorporated a number of outstanding features into this computer. The keyboard is the usual Toshiba layout, meaning the best on the market. There are provisions to customize the keyboard layout—for instance, there are extra key covers for Control, CapsLock, and Alt keys to change things around to meet your needs. While I like the touch and feel of the keyboard, this computer is near the threshold of too small. The keys are a bit smaller than I like and I don't know how well I would do typing on this unit all day. But this is the price you pay for a small footprint.

Most of the small computers have a port on the back where you can plug in a full-size PS/2 keyboard of your choice, but this unit does not have such a port. On the other hand, there is a port for a Port Replicator ($239) that does have a keyboard port. An AccuPoint pointing device takes the place of a mouse. This eraser-head-like gizmo sits between the G, H, and B keys and moves the pointer. Below the keyboard are two arc-like buttons that serve as mouse buttons. I like this layout a lot and prefer it to the more conventional mouse buttons one often finds with these kinds of pointing devices.

> Despite its weight and size, this is a powerhouse Pentium system running at 90MHz.

The color display measures 9.5" diagonally and is clear, as one expects from active matrix color displays. There is no less expensive display offered for this computer. An external monitor can be attached by using the adapter that fits onto the back of the computer. By utilizing an adapter rather than having a video port, Toshiba has saved a little space. When you get this small, every fraction of an inch counts.

The computer comes with a lithium-ion rechargeable battery pack. This is the newest in portable batteries and will power the system from between two and a half hours up to five hours depending upon how carefully you conserve energy.

Like all of the new computers, Toshiba includes a pair of PCMCIA slots which can be used for a single Type III device or a pair of Type I or II devices. Toshiba installs the software so you don't have to fight with this. Likewise, Toshiba provides full multimedia support with Sound Blaster Pro-compatible 16-bit sound capability. Although there is no CD-ROM drive, you can attach one through any of the available I/O ports. Both a microphone and speaker port come standard with the machine.

Toshiba's documentation is excellent. It has been a long time since I have seen a large User's Guide. While the Guide is filled with detailed information, it is easily accessible for the first-time buyer. Toshiba recommends that the experienced computer user simply skim the documentation and follow up with reading as needed.

A number of different warranty plans are available for fees, but a basic three year warranty is included with the machine. If you want to step up to Windows 95, this machine is a good candidate. It currently comes with Windows for Workgroups. ■

RESOURCES:

Protégé 610CT, $4,649
Toshiba America, Inc.
P.O. Box 19724
Irvine, CA 92713
1-800-334-3445

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4x Enhanced IDE CD-ROM Drive
SB16 IDE, w/115Watt Stereo Speakers
Microsoft Encarta 95 CD-ROM software
14400 bps Fax/Modem w/software
Internet Starting kit w/software
American on-line, Compu Serve
Fax/Modem software for windows
Mini Tower Case w/230W "UL" P/S
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One Year Parts & Labor Warranty
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P5-75MHz	$ 1450
P5-90MHz	$ 1550
P5-100MHz	$ 1650
P5-120MHz	$ 1850
P5-133MHz	$ 1985

* 14" NI, .28, 1024x Monitor	$ 215
* 15" NI, .28, 1280x Monitor	$ 315
* 17" NI, .28, 1280x Monitor	$ 555
* 17" NI, .26, MAG Monitor	$ Call
* 17" NI, .28, NEC Monitor	$ Call
* 16MB Memory (Upgrade)	$ 280

Best Selling Parts Prices List

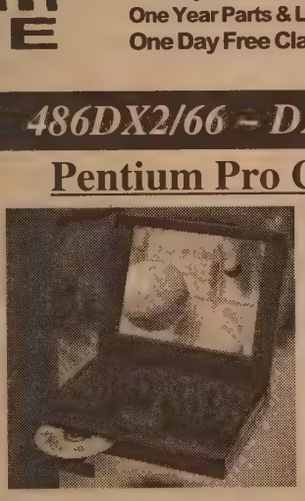
* Mini Tower Case w/230W UL	$45
* Medium Tower Case w/230W UL	$65
* 540MB IDE HD (Conner/Maxtor)	$165
* 850MB EIDE HD(Conner/Maxtor)	$189
* 1.2GB EIDE HD(Conner)	$279
* 16bit Ethernet(BNC/UTP)	$35
* Netware 4.1 (5 Users)	$495
* Quad 4x CD-ROM(To-/ Mit)	$179
* 115 Watt Multi-media speakers	$45
* Sound Blaster 16 IDE Card	$75
* AWE32 Creative Lab Card	$185
* 14.4 bps Voice/Fax/Modem	$85
* 28.8 bps Fax/Modem	$125
* Diamond Stealth64 Video,w/1MB	$135
* Diamond Stealth64 Video,w/2MB	$185
* Diamond Stealth64 Video,2VRAM	$265
* VLB Ethernet (BNC/UTP/AUI)	$95
* PCI Ethernet (BNC/UTP/AUI)	$99
* 8 Port mini UTP HUB Repeater	$155
* 12 Port UTP HUB Repeater(B/A)	$265
* Windows 95 full Version	$90

COMPAQ NEC

486DX2/66 ~ DX4/100, Pentium 75 ~ 133MHz Multimedia / CD-ROM Notebook

Pentium Pro CD Multimedia

CREATIVE LABS, INC.



Intel Pentium 75 ~ 133MHz
8MB(Exp. 32MB), 256K Cache
540MB HD(Exp. 1.35GB)
Built-in Double Speed CD-ROM
2MB Video RAM, PCI SVGA
11.3" Dual-Scan,10.4" Active
16bit stereo,Line-in,out,speaker
built-in microphone
PCMCIA 2 type II/1 type III
TrackPad Device,Docking connector
One Day Free Class in New Horizons

Starting at ..... $2560 *Cash Prices*

486/Pentium Pro Multimedia

Intel Pentium 75 ~ 100MHz
486DX2/66 ~ DX4/100MHz
4/8 MB(Exp. 32MB), 256K Cache
340MB HD(Exp. 1.35GB)
1MB Video RAM, VLB SVGA
9.5" Mono(64 Gray Shades)
11.3" Dual-Scan,10.4" Active
16bit stereo,Line-in,out,speakers
built-in microphone, Docking connector
PCMCIA 2 type II/1 type III, Trackball
One Day Free Class in New Horizons

Starting at ..... $1240 *Cash Prices*

486 Multimedia

Intel/Cyrix DX2/66 ~ 100MHz
4MB(Exp. 20MB),128K Flash BIOS
340MB HD(Exp. 1.35GB)
1MB Video RAM, VLB SVGA
11.3" Dual-Scan Display
16bit stereo,Line-in,out,speakers
built-in microphone
Integrated Pointing Device
Docking connector
ULTRA Slim & Light Weight(5.9lb)
PCMCIA 2 type II/1 type III
One Day Free Class in New Horizons

Starting at ..... $1665 *Cash Prices*

486/Pentium CD Multimedia

Intel Pentium 75/90MHz
486DX2/66,DX4/100MHz
4/8MB(Exp. 64MB), 256K Cache
540MB HD(Exp. 1.35GB)
1MB Video RAM, VLB SVGA
10.3" Dual-Scan,10.4" Active
16bit stereo,Line-in,out,speakers
built-in Microphone
Integrated Pointing Device
PCMCIA 2 type II/1 type III
Double-speed CD-ROM(Option)
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Online Guide

Web Page Listings *continued from page 112*

cians, writers, performers, filmmakers, and software developers. [Exp. #144.]

KBBS Online *http://kbbs.kbbsnet.com* Interesting Web site links, WWW business marketing info, online service info. [Exp. #142.]

Kerry's Connection *http://www.crl.com/~zallar/index.html* Comedy Impressions—live and voice mail, QB Experience musical group, SRV School of Performing Arts. [Exp. #142.]

@LA *http://emporium.turnpike.net/A/atLA/* The most complete cyberspace guide to sites with a realspace presence in the LA area. [Exp. #144.]

LAcon III *http://sundry.hsc.use.edu/lacon3/* Web site for the World Science Fiction Convention coming to Anaheim in 1996. [Exp. #144.]

Lancaster Professional Baseball Club *http://www.av.qnet.com/~reggieb/baseball.html* Follow the California League's newest Class A baseball team. affiliated with the Seattle Mariners. [Exp. #144.]

Links Golf By Bengtson Company *http://www.well.com/www/bengtson/golf.htm* Northern CA golf course directories, travel lodging, dining information, golf product information, and photos. [Exp. #142.]

Loser Love Songs *http://www.slip.net/~mbutler/index.html* Home of San Francisco power-pop band the Flex-a-Pleasers. Contains audio of every song in the catalog, more. [Exp. #143.]

Magnolia Jazz Band *http://www.MagnoliaJazz.com/* Over twenty years jazzing up special events throughout S.F. Bay Area. [Exp. #144.]

Match.Com *http://www.match.com/?mt* "We met on the Net!" Cyberflirting, email chemistry, and online romance. [Exp. #146.]

Merger *http://www.wp.com/Merger/home.html* L.A. area original Rock and Roll band. Info about the band and upcoming gigs. [Exp. #146.]

Millennium Whole Earth Catalog *http://www.well.net/mwec/* Twenty-nine pages from the *Whole Earth Catalog* transformed into about 170 Web pages. [Exp. #142.]

Mission Cliffs *http://www.mission-cliffs.com/mission-cliffs/* New indoor rock climbing center in San Francisco featuring impressive 50' high overhanging walls. [Exp. #145.]

Montreal World Film Festival *http://www.ffm-montreal.org* Site for the Montreal World Film Festival: bilingual descriptions, filmographies, schedules. [Exp. #146.]

Movies.net *http://www.movies.net/* The simplest movie address in cyberdom. Comprehensive, industry directory. Showtimes, promo's, reviews, previews, and more! [Exp. #146.]

Multiworld Magazine *http://www.jnw.com.mw/index.html Multiworld* is a multimedia, multilingual magazine published bimonthly via the Web. [Exp. #144.]

Mystic Sports Journal *http://www.sirius.com/~regent/MSJ* Spinmeister Jim Webster does sports like you've never seen it. [Exp. #144.]

NewType Gaming Magazine *http://www.newtype.com/NewType* Filled with information on graphic video games and virtual reality. Free stuff, latest news, and ravs in an eye-popping 3-D rendered environment. [Exp. #144.]

Nightflight Essential Guide To New York/Los Angeles At Night *http://www.echonyc.com/~voice* The Nightflight Guide features recommendations for the hippest nightclubs, eating, drinking, and gaming establishments in New York and Los Angeles. [Exp. #144.]

Obscure Research Labs *http://140.249.8.212/ORL/* Specializing in: UFOs, time travel, paraphysics, matrix technology, disinformation tracking, all the answers. [Exp. #143.]

Online World—Online Resources Handbook *http://login.eunet.no/~presno/index.html* Broadcasting schedules for news in many languages, world travel guides, international affairs, health, much more. [Exp. #142.]

Optical Illusions *http://www.lainet.com/~ausbourn* A collection of famous optical illusions presented in a gallery format. Informative and educational. [Exp. #145.]

Pikes Peak Cam *http://www.softronics.com* A spectacular, unobstructed view of Pikes Peak, updated every two minutes, from the roof of Softronics. [Exp. #142.]

Relayer *http://bbs.annex.com/relayer/gate.htm* Come and play with Relayer. Using Netscape 1.1 codes to provide audio, visual, and weirdness. [Exp. #145.]

Rock And Roll Digital Gallery *http://www.hooked.net/julianne/index.html* A digital gallery featuring poster art and images with rock 'n' roll as the theme. [Exp. #143.]

MULTIMEDIA & WINDOWS KEYBOARD

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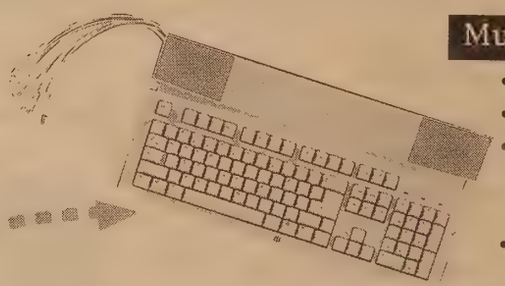
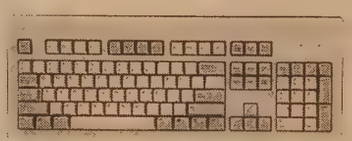


Multimedia Keyboard

- Dual high quality speakers
- Master volume control(V/R)
- Built-in microphone function for Hands-free Operation, video conferencing and voice recording.
- **Plug and Play**

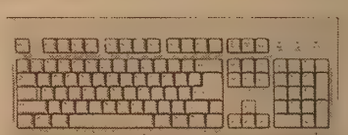


SK-810W KEYBOARD

- **Function**
  It is switchable and fully compatible with IBM/AT or PS/2. Compatible with Novell networks.
- **Keyboard Dimensions**

	Length	Depth	Height
Unpacked	460mm	172mm	43.5mm

- **EMI:** FCC class B, FTz
- **Safety:** UL, CSA, TUV, ± GS
- **Rubber Dome Key Switch**
- **Soft Tactile Feeling**

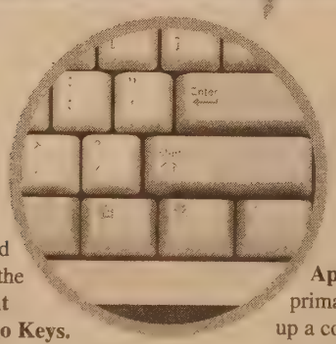


SK-710W KEYBOARD

- **Function**
  It is switchable and fully compatible with IBM/AT or PS/2. Compatible with Novell networks.
- **Keyboard Dimensions**

	Length	Depth	Height
Unpacked	460mm	174mm	29mm

- **EMI:** FCC class B, FTz
- **Safety:** UL, CSA, TUV, ± GS
- **Rubber Dome Key Switch**
- **Soft Tactile Feeling**



■ The second and third keys are the **Left and Right Windows Logo Keys.** These keys will set focus to the Windows 95 user interface.

■ The first key is the **Application Key.** The primary function is to bring up a context menu (pop-up) at the current selected position or mouse pointer.

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intel inside

- Intel Zappa Triton 256K Cache
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- PCI IDE with High Speed I/O
- 1.2GB Enhanced IDE Hard Drive
- Mini-Tower Case w/230W/P/S
- Diamond STL 64 w/2MB Vram
- 15" CTX Monitor .28dp
- 101 Keys Enhanced Keyboard
- A-4 Mouse with Pad
- Windows 95

PENTIUM 75MHz $2249
PENTIUM 90MHz $2339
PENTIUM 100MHz $2439
PENTIUM 120MHz $2645
PENTIUM 133MHz $2795

MULTIMEDIA 4x BEST BUY

intel inside

- Intel Made CPU
- 8 MB 70ns Memory
- Quad Speed (4x) IDE CD-ROM
- Sound Blaster 16 Vibra IDE
- Amplified Speaker & CD Bundle
- PCI/VLB IDE with I/O
- Mini Tower Case w/230W P/S
- 850 MB IDE Hard Drive
- PCI/VLB Diamond STL 64 w/1M Dram
- 14" CTX N.I. Monitor .28 dpi
- 101 Keys Enhanced Keyboard
- A-4 Mouse with Pad
- Windows 95

486DX2-66MHz $1620
486DX4-100MHz $1670
PENTIUM 75MHz Zappa $1800
PENTIUM 90MHz Zappa $1890
PENTIUM 100MHz Zappa $2185

*** MOTHERBOARDS (NO CPU-NO RAM) ***

***VLB:**
IBM Blue Lighting VLB486SLC2-75MHz/Math/CP 125
IBM Blue Lighting VLB486SLC2-75Mhz with 256K Cache . 165
VLB SiS MB486/256K/3VLB/GREEM/ZIF/4*72Pin 105
VLB PC MB486/256K/3VLB/GREEN/ZIF/4X30+2X72Pin 90

***PCI:**
UMC PCI/ISA MB486/256K(512K),72P, IDE+I/O 135
SIS/OPTI PCI ISA PENITUM(90/100Mhz)/256K/72P 189
Intel-ZAPPA Triton P 75/90/100/120Mhz/256k ide+io 225
Intel ENDEAVOR Triton P 75/90/100/120/133Mhz/0K Cache ... 265
Intel ENDEAVOR Triton Pentium with 256K Asyn.Cache ... 335
Intel ENDEAVOR Pentium with 256K Pipe-line Burst Cache ... 385
Intel Advanced/AS P 75-133Mhz On-board ATI mach64 ... Call
Asus Triton P54pt4xe 75-133Mhz 256K Async. Cache ... 215
Asus Triton P54pt4xe 75-133Mhz with 256K Pipe-line Cache .. 325
Asus Triton P54pt4xe with 512k Pipe-line Burst Cache ... 445
Triton Chip P 75-133Mhz PCI/ISA with IDE+IO 185
Soyo EISA/PCI Dual Pentium 90/100Mhz M/B 256K Cache ... 345
GBT EISA/PCI Dual Pentium 90/100Mhz M/B 256K Cache . 385

* MICROPROCESSORS - CPU *

Intel Pentium 133Mhz CPU 750
Intel Pentium 120Mhz CPU 589
Intel Pentium 100Mhz CPU 395
Intel Pentium 90Mhz CPU 295
Intel Pentium 75Mhz CPU 205
Intel Pentium 66Mhz CPU ..... Call
Intel Pentium 60Mhz CPU 195
Intel 486DX4-100Mhz CPU 165
Intel 486DX2-66Mhz CPU 115
Intel 486SX-33Mhz CPU 81
AMD 486DX4-100Mhz CPU 105
AMD 486DX2-80Mhz CPU 75
AMD 486DX2-66Mhz CPU 67
Pentium CPU Cooling Fan 12
486 CPU Cooling Fan 6

* MEMORY - RAM *

Simm 1MB (1*3) 30 pin 40
Simm 4MB (4*9) 30 pin 155
Simm 4MB (1*32) 72 pin 140
Simm 8MB (2*32) 72 pin 280
Simm 16MB (4*32) 72 pin 495

(Large volume bid welcome!!!)

*** VIDEO CARDS ****

MGP Card w/Printer Port 12
Cirrus Logic 5401 16Bit/800x600/256k 25
Trident 9000 SVGA 16Bit/1024x768/512k 35
Trident SVGA 8900-D 16Bit/1280x1024 /1MB 55
Cirrus Logic 5428 VLB, 1MB/2MB Dram 69/118
Diamond Stealth 64 VLB, S3 1MB/2MB Dram (Oem) .. 135/175
Diamond Stealth 64 VLB, 2MB/4MB Vram (Oem) 255/405
ATi Graphics Winboost VLB-64 1MB/2MB Dram 139/179
ATi Graphics Winturbo VLB-64 2MB/4MB Vram 255/395
Trident 9440 PCI 1MB/2MB Dram 67/115
Diamond Stealth 64 PCI, 1MB/2MB Video Dram (Oem) . 126/168
Diamond Stealth 64 PCI, G2001 1MB/2MB Dram (Oem) . 115/165
Diamond Stealth 64 PCI 2M/4MB Video Vram (Oem) . 245/395
ATi Graphics Winboost PCI-64 1MB/2MB Dram 139/179
ATi Graphics Winturbo PCI-64 2MB/4MB Vram 245/385
9 Motion 771 PCI with 2MB/4MB Vram (Oem Pak) . 285/415
9 Imagine 128 PCI with 4MB Vram (Retail Pak) 769

*** CONTROLLER CARDS ***

ISA IDE Controller with I/O 13
AT High Speed I/O w/IDE Controller (5100AT) 28
VLB High Speed IO W/Enhanced IDE (6000VL) 40
VLB IDE with I/O (2s/p/g) (GS) 17
Adaptec 1542CP 16-Bit SCSI-II (Oem Pak) 170
Adaptec 1542CPK 16-Bit SCSI-II w/Kits 250
Adaptec 1542CPK plus Corel-designed SCSI software 295
Adaptec 2742T EISA SCSI-II (Oem Pak) 215
Adaptec 2742ATK EISA SCSI-II w/Kits 390
Adaptec 2742TK plus Corel-designed SCSI software 460
Adaptec 2842AK VLB SCSI-II w/Kits 235
Adaptec 2940 PCI SCSI-II (Oem Pak) 178
Adaptec 2940K PCI FSCSI-II w/Kits (Oem Pak) 205
Adaptec 2940W PCI FSCSI-2 (Oem) 245
Adaptec 2940WK PCI Wide SCSI-II w/Kits (Oem Pak) ... 285
BusLogic TK-946C PCI SCSI-II (with Kit) (Original) 245

*** I/O CARDS ***

AT I/O Card (2s/p/g) 11
High speed AT IO (2s/p) 16c550 chips 26
Printer Card 11
Printer Card (Upto 2 Ports) 13
Two Printer Port Card 19
RS-232 Card (2 Serial Ports) 12

*** FLOPPY DISK DRIVES ***

Teac 1.2MB 5.25" Beige 42
Mitsumi 1.2MB 5.25" Beige 36
Teac 1.44MB 3.5" Beige 35
Mitusmi 1.44MB 3.5" Beige 33
Teac 1 2&1 44 Dual Floppy Drive 89

**** HARD DISK DRIVES ***

*** WIDE SCSI ***
Conner CFP2107W 2.1GB/9ms/FWS2/512k 945
Conner CFP4207W 4GB/9ms/FWS2 512k 1270
Micropolis 4221W 2.1GB/9ms/FS2/512k/7200rpm 129
Micropolis 3243W 4GB/8.5ms/512K/7200rpm 1559
Micropolis 1991W 9.0GB/12ms/FWS2/1024k/FH 2395
Quantum Atlas XP32150W 2.1GB/8ms/FWS2 1024k 950
Quantum Atlas XP34300W 4.3GB/8ms/FWS2 1024k 1625
Seagate 31230W 1.05GB/9ms/FWS2/512k 645
Seagate 32550W 2.13GB/8ms/512k/FWS2/7200rpm 1049
Seagate 15230W 4.29GB/9ms/512KB/FWS2/7200rpm 1165
Seagate 15150W 4.29GB/8ms/1024k/FWS2 1495
Seagate 410800W 9.09GM/FWS2/12ms/FH ..... Call

* AUDIO VISUAL SERIES *

Micropolis 4221AV 2.1GB/9ms/512k/7200rpm 975
Micropolis 1936AV 3GB/12ms/512k/FH 775
Micropolis 3243AV 4GB/8.5ms/512k/3.5"/7200rpm 1539
Micropolis 1991AV 9GB 2190

420MB *
Conner CFS 425A 425MB/14ms/32k IDE 139
Quantum TR420A 420MB/14ms/128k E-IDE 143
Maxtor MX7425AV 425MB/12ms/32k E-IDE 142

540MB - 850MB *
Quantum FB540A 540MB/12ms/128k E-IDE 165
Quantum LHT540S 540MB/11ms/128k FS/2 183
Quantum Trailblazer 850MB/14ms/128k E-IDE 205
Quantum MAV540A 540MB/14ms/128k E-IDE 165
Quantum MAV540S 540MB/13ms/128k FS/2 175
Conner CFS540A 540MB/15ms/64K IDE 164
Conner CFS850A 850MB/12ms/64k IDE 189
Seagate 3660A 545MB/14ms/120k F-ATA 160
Samsung SHD3050A 560MB/12ms/256k IDE 155
Maxtor 7540AV 540MB/12ms/32k IDE 165
Maxtor 7850AV 850MB/12ms/32k IDE 185
WD AC2630 630MB/11ms/64k IDE 175
WD AC2850 850MB/11ms/64k IDE 205

1 GB - 1.7GB *
Conner CFP1080S 1.08GB/11ms/256k FS/2 355
Conner CFS1275A 1.2GB/15ms/64k IDE 255
Fujitsu M1606TAU 1.08GB E-IDE 12ms 256k 238
HP C3324 1.2GB/9.5ms/512k FS/2 465
Quantum FB1080A 1.08GB E-IDE 12ms 128k 238
Quantum FB1080S 1.08GB FS/2 12ms 128k ..... Call
Seagate 31230N 1.0GB/ 9/11ms/512k FS/2 465
Maxtor 71260AP 1.2GB/12ms/128k E-IDE 245
Maxtor 71626AP 1.6GB/12ms/128k E-IDE 395
WD AC31200 1.2GB/10ms/64k E-IDE 285
WD AC31600 1.6GB/10ms/64k E-IDE4 405

2 GB - 9 GB *
Conner CFP2105S 2.1GB/9ms/512K FS/2 668
Conner CFP2107S 2.1GB/9ms/512K FS/2 7200rpm 715
Conner CFP4207S 4GB/9ms FS/2 512K 7200rpm 1065
Hewlett Packard C3725 2.14GB FS/2 9.5ms 512K 698
Micropolis 4221 2GB/9ms/512K/7200rpm/FS2/HF 855
Micropolis 1936 3GB/12ms/512K/FS2/FH 779
Micropolis 3243 4.3GB/8.5ms/512K FS2/7200rpm/H 1290
Micropolis 1991 9GB/12ms/512K/FS2/FH 2195
Quantum Atlas 32150S 2.1GB/8ms/1024K/FS2 825
Quantum GXP34301S 4.3GB/8.6ms/7200R/FS3 1085
Seagate 32430N 2 14GB/9ms/512K/FS2 835
Seagate 32550N 2.14GB/8ms/512K/6200R/FS2 955
Seagate ST15230N 4.29GB/ 9/11ms/512K/FS2 1095
Seagate ST15150N 4.1GB/10ms/1024K/7200R/FS2 1398
Seagate 410800N 9.09GB/11ms/512K/FS2/FH 2095

*** KEYBOARDS ***

Mitsumi 101K Enhanced Keyboard 24
Focus 101K Keyboard with Dust Cover 32
Focus 102K Keyboard 26
Focus 111K Keyboard with Calculator 40
Focus 130K Programmable KB w/Calculator 55
Keytronics 101K Keyboard 27
Fujitsu 101K Keyboard 41
Lite-On 101K Keyboard (Honeywell Oem) 33
MicroSoft Natural Keyboard 88

**** MONITOR ****

9" 931MV MONO-VGA Paper White Monitor 155
14" BTC14 MONO Paper White Monitor 86
14" BTC14VM 14" SVGA-MONO Monitor 109
14" CTX1451C SVGA .28DP, N.I. 235
15" CTX1562CLR SVGA Flat Screen ,N.I. 345
17" CTX1765GM SVGA Flat Screen ,N.I. 628
17" CTX1785GM SVGA .27dp Flat Screen 685
15" MAG-DX15F 28dp 1280x1024 MPR-II monitor 345
17" MAG-DX17F .26dp 1280x1024 MPR-II monitor 639
17" MAG-MXP17F 26dp 1600x1280 MPR-II monitor 895
21" MAG-MX21F .28dp 1600x1280 MPR-II monitor 1650
14" Viewsonic 14ES 28DP 1024x768 Plug+Play MPRii ... 275
15" Viewsonic 15ES 28dp 1280x1024,66Hz,LR,Flat 385
15" Viewsonic 15G .28dp SVGA N.I. 425
15" Viewsonic 15GS .27dp OnView Plug+Play TCO 445
15" Viewsonic 15GA .27dp with Dome Speakers 489
17" Viewsonic 17GS .27dp 76Hz,Low Radiation,Flat 749
17" Viewsonic 17GA .27dp OnView Controls, Dome Speaker 835
17" Viewsonic 17PS Milli-freq, .25dp 919
20" Viewsonic 20G Digital 76Hz .28dp, 1600x1280 1335
20" Viewsonic 20PS .27dp 1600x1280 N.I.,76Hz,LR,Flat . 1395
21" Viewsonic 21PS .25dp 1600x1280 N.I.,76Hz,LR,Flat. 1695
15" NEC 15xv .28dp SVGA Monitor 475
15" NEC 15xe .28dp 1024x768 SVGA Monitor 535
15" NEC 15xp .28dp 1024x768 Power Manager SVGA Monitor . 615
17" NEC 17xv .28dp 755
17" NEC 17xe 975
17" NEC 17xp 1036
17" Sony 17SF 1280x1024 .25dp Flat Trinitron Screen 855

*** CASE AND POWER SUPPLIES ***

European Style Desktop Case w/200W 49
European Style Mini-Tower Case w/230W 40
European Style Mini-Medium Tower Case w/220W 47
European Style Medium-Tower Case w/230W 67
European Style Full-Size Tower Case w/250W 82
Super Server Case w/300W 12 Bays, 3 Fans, Door (H/W/D=580X280X440mm, Black color also available) 375
External Chassis for 3.5" Hard Drive w/40W 75
External SCSI-II Hard Drive Cable 28

*** PRINTERS ***

(HEWLETT PACKARD)
HP Deskjet 600 Printer 285
HP Deskjet 660C Color Printer 399
HP Office Jet 775
HP Deskjet 1200C 1265
HP Deskjet 1200C Plus 2043
HP Laserjet 4L/4ML with Toner 485/835
HP Laserjet 4+/4M+ with Toner 1385/1885
HP Laserjet 4P with Toner 839
HP Laserjet 5P with Toner 865
HP Laserjet 4V/4MV Printer with Toner 1875/2685
HP 4SI Laser Printer 2795
HP Scanjet 3C Scanner 895

MULTI-MEDIA

Sony 76E 4 x Speed IDE CD-Rom 159
Sony 76S 4 x Speed SCSI CD-Rom 215
Toshiba 5302B Quad Speed (IDE) CD-Rom 155
Toshiba 3601B 4.4x Speed SCSI CD-Rom 285
Mitsumi Quad Speed (IDE) CD-Rom 155
NEC 512 6x Speed (IDE) CD-Rom 379
Panasonic 574B Quad Speed IDE CD-ROM 145
Creative Lab Sound Blaster 16 BASIC Vibra IDE (Oem) 75
Creative Lab Sound Blaster 16 ASP SCSI-II 205
Creative Lab Sound Blaster AWE32 Value Edition 235
Creative Lab Sound Blaster AWE32 Full Version 275
Creative Lab Sound Blaster Performance 4X 389
Quad-speed CD-Rom
Sound Blaster 32with Ware-Table
Powered Speaker and 24 Titles.
Creative Lab Sound Blaster Discovery 4x CD-Rom 345
Quad-speed CD-Rom
Sound Blaster 16 audio card
Stereo speakers and 16 titles.
Creative Lab Sound Blaster Value CD 4x 288
Quad-speed CD-Rom
Sound Blaster 16 audio card
Stereo Speakers and 11 titles.
MOZART Multi-Media Kits 105
Double Speed CD-Rom IDE Type
Mozart 16 bit sound Card
10W Mini Speakers

** NETWORK PRODUCTS **

(ARCNET)
8/16Bit Arcnet Auto-Select, BNC only 36
16 Bit Arcnet BNC+TP For Twist-Cable and BNC 46

(HUB)
Arcnet 8 Ports Active HUB, BUS/STAR,Coaxial Cable 99
Arcnet 8 Ports Active HUB, Twisted Pair 140
Arcnet 4 Ports Passive HUB 11
Arcnet 4 Ports Active HUB Twisted Pair 87
8 Ports Ethernet HUB (AUI/BNC/8 RJ45)-Standard 145
8 Ports Ethernet HUB Palmtop Size with DC Adaptor 119
12 Ports Ethernet HUB (1 Dedicate) 275
12 Ports Ethernet HUB (1BNC+1AUI+12TP) 390
12 Ports Ethernet HUB (1BNC+1AUI+12TP,Stackable) 680
16 Ports (BNC/AUI/IEEE802.3/INT.PS/19" Standard) 279
16 Ports Ethernet Concentrator 375

(COAX)
16 Bit Ethernet Combo (RJ45/BNC) Jumperless 34
16 Bit Ethernet (RJ45/BNC/AUI) 39
32 Bit EISA Ethernet (AUI/BNC/TP) 3-in-1 Combo 195
32 Bit VLB Ethernet (AUI/BNC/TP) 195
D-LINK PCI Ethernet w/BNC,10BT & AUI Ports 145
PCI Ethernet Combo, Jumperless 105
Artisoft Lantastic V 6.0 For Dos/Windows 70
Artisoft V6.0 5 Users 305

(NOVELL) (Oem White Box)
Novell Netware V.3.12 5 -User 3.5" or CD 395
Novell Netware V.3.12 10-User 3.5" or CD 950
Novell Netware V.3.12 25-User 3.5" or CD 1100
Novell Netware V.3.12 50-User 3.5" or CD 1395
Novell Netware V.3.12 100-User 3.5" or CD 1750
Novell NetWare V.3.12 250-User 3.5" or CD 2750
Novell Netware V.4.1 5 -User CD 355
Novell Netware V.4.1 10 -User CD 850
Novell Netware V.4.1 25 -User CD 945
Novell Netware V.4.1 50 -User CD 1085
Novell Netware V.4.1 100 -User CD 1250
Novell Netware V.4.1 250 -User CD 2100
Novell Netware V.4.1 500 -User CD ..... Call
Novell Personal Netware V.1.0 45
Novell Netware LITE V.1.1 39
Windows for Workgroup -full version 65
Windows for Workgroup -Add-on version 55
Windows 95 Full Version (Sell with System) 92

(NETWORKING ACCESSORIES)
25 FT RG-58 Cable with Connector 15
50 FT RG-58 Cable with Connector 25
RG-58 T-Connector 2.5
RG-58 50 Ohm Terminator 3

MISCELLANEOUS

Mouse:
Logitech MouseMan Serial 49
Logitech MouseMan PS/2 Version 49
A4 Mouse Serial 3 Buttons/Pad 10
MicroSoft Serial Mouse (Oem pak) 35
MicroSoft BUS Mouse (Oem pak) 55

FAX MODEM

(SMARTLINK)
Internal Type:
9600SR/2400 fax modem internal 45
Cirrus Logic Chips,UPTO 57.6KBPS THROUGHPUT 55
int.s/r fax modem with 14.4kbps V.17 fax & 14.4kbps V.32bis/V.32/V.42bis/MNP5 Modem.Built-in 16550 UART, Auto fallback for data/fax connection 14.4s/r V.17/14 4 V.32BIS/V.42BIS/MNP5 record/playback 65
Voice messages,auto detect voice/fax/data,fax-on-demand,pager notification,speaker jack,1000 mail boxes,16550UART,Cirrus Logic Chips
Rockwell Chips, int s/r fax modem with ITU V.34 standard . 135
28,800bps MNP5 & V.42bis data compression, error correction. Up to 115,200bps throughput.

External Type:
AT&T CHIPS, ext.s/r fax modem with 14.4kbps V.17 fax ... 108
& 14.4kbps V.32bis/V.32/V.42bis/MNP 5 Modem. Upgradeable to 19.2kbps
PCMCIA V.32bis 14.4kbps type II s/r fax modem ,with ... 129
V.42/MNP 2-4 error control, V.42bis data compression Achieves throughput upto 57,600bps
AT&T CHIPS,ext.s/l fax modem with ITU V.34 standard 205
28,800bps MNP5 & V.43bis data compression, error correction. Upto 115,200bps throughput

(US ROBOTICS)
Sportstor 28.8 Fax/Data Modem Int/Ext 215/245

TAPE BACK-UP

Colorado DJ-10120MB Int. Tape Backup 115
Colorado DJ35/JT35 350MB Int/Ext. Tape Backup 145/285
Colorado DJ25/JT25 700MB Int. Tape Backup 197
Colorado DJ50 1 4GB Int. Tape Backup 335
Colorado Travan T1000 800MB Compresse Int 199
Conner TSM420R 420MB Int. Tape Backup 157
Conner TSM850R 850MB Int. Tape Backup 225
Conner TSM1700R 1.7GB Int. Tape Backup 315
Conner 4.0GB SCSI/w One Free Oic-3080 Tape Cartiridge 525
Colorado PT10 1GB INT.BACKUP 608
Colorado PT25/PT25E 2GB Int/Ext Tape Backup 949/1099
Colorado PT50/PT50E 4GB Int/Ext Tape Backup 1179/1399

ACCESSORIES

Colorado AB-11 External Adapter Kit 32
Colorado KE-09 External DRIVE Kit 70
Colorado FC-20 500KB/S-1MB/S Adapter Kit 78
Colorado TC-15 Data Compression Adapter Kit 75
Colorado CK-17 Data Cable (3 Conn.For Two Fdd) 11
*Cartridge for PT10 35
*Cartridge for PT50(E) 45
*Cartridge for DJ-50 35
40/80MB/120MB Mini Data Cartridge (Preformatted) 16
60/120/250MB Mini Data Cartridge (Preformatted) 18
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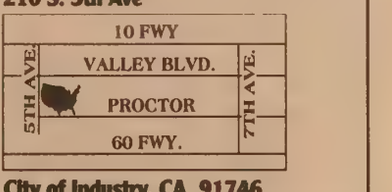

City of Industry, CA 91746

Online Guide

Web Page Listings *continued...*

Rocktropolis *http://underground.net/Rocktropolis* Visitors can attend chat sessions with musicians, hang out backstage, hear new songs, send in photos, and much more. [Exp. #146.]

RockWeb Interactive *http://www.rockweb.com/* Interactive music service, band home sites, chat, WebZine, interviews, and concert calendars. [Exp. #144.]

Route 66 Los Angeles Webstation *http://www.losangeles.com* Find information about movies in theaters, on TV, and on video. This is a locally focused site supported by layers of global information. [Exp. #144.]

San Francisco Web *http://www.sfweb.com* Body, mind, spirit, personals, neighborhoods, and, of course, business listings. [Exp. #142.]

Science Fiction Now *http://www.science-fiction.com/* Buy, sell, and rate the science fiction stories from around the country and the globe. [Exp. #146.]

Sega Web *http://www.segaoa.com* Product information and graphics from the interactive king. Contests for prizes. [Exp. #144.]

Serenity *http://www.tecnation.com/serenity/* [Exp. #144.]

Solomon Speaks *http://pages.prodigy.com/CA/momonk/Solomon.html* Free WWW service kind of like "Dear Abby" or "Ann Landers." [Exp. #145.]

Sports World Internet *http://www.sports-world.com/sports/home.html* Live Sports Chat, $1000 contest, fantasy football league, user articles. Sports experts and novices welcome. [Exp. #144.]

Susan Sutton Trio Home Page *http://ocf.berkeley.edu/~daaron/trio.html* The home page of the Susan Sutton Trio, a progressive and upbeat latin-inspired jazz band in the North Bay. [Exp. #145.]

Topanga Canyon Rotisserie League *http://bcf.usc.edu/~kbrennan/index.html* Follow the fantasy baseball league here, complete stats, transactions, plus hotlinks to numerous baseball sites. [Exp. #145.]

UNCAT: The Catalog Of UNCATaloged Titles *http://www.sapphire.com/UNCAT/* Brochures, books, catalogs, newsletters, videocassettes, and audio cassettes not generally available in a bookstore or library. [Exp. #143.]

The Unofficial Heckler And Koch USP Home Page *http://orion.oac.uci.edu/~tlau/liberty.html* Info on the H&K USP pistol and general information of interest to all shooters. [Exp. #144.]

Venice Beach, California *http://www.mediaonline.com/bizads/venicebeach.html* Celebrate Venice's 90th anniversary in this art community including fitness events in world-famous Muscle Beach. [Exp. #144.]

Voyager Company *http://www.voyagerco.com* Laurie Anderson, the *Paris Review*, the Guerrilla Girls, monthly opinion feature; demos, simulations from Voyager products. [Exp. #142.]

Wave Action Surf Magazine *http://www.waveaction.com/mag* Surfing from around the globe featuring photos of some of the world's best new school surfers captured by industry photographers. [Exp. #144.]

Welcome To WOL On The Web *http://www.cris.com/WOL* The home of *Windows OnLine* and the *WinOnLine Review* (online magazines) commercial and shareware reviews. [Exp. #146.]

World Conquest *http://dnai.com/~conquest* Popular two- to twelve-player wargame (WWII) w/GUI (shareware), hourly turn processing. [Exp. #146.]

World Square *http://www.w2.com* "Virtual mall" with companies doing business in music, art, publishing, food, finance, automobiles, heath, and medicine. [Exp. #142.]

XCENTRIX *http://www.servtech.com/public/sproing* An eclectic zine integrating a plethora of genres including art, music, fashion, gossip, drag queens, and more. [Exp. #146.]

XROADS *http://xroads.wr.usgs.gov/Welcome.html* Links to US Geological

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* Trident PCI Graphic Card with 1 MB DRAM	* Diamond Stealth 64 with 2 MB DRAM	* Diamond Stealth 64 with 2 MB VRAM
* Samsung 14" SVGA Monitor	* Samsung 15" SVGA Monitor	* Samsung 15" SVGA Monitor
* Hitachi 4X CD-ROM Drive	* Hitachi 4X CD-ROM Drive	* Hitachi 4X CD-ROM Drive
* Sound Blaster 16 Sound Card	* Sound Blaster 16 Sound Card	* Sound Blaster 16 Sound Card
* Panasonic 1.44MB FDD	* Panasonic 1.44MB FDD	* Panasonic 1.44MB FDD
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OL-410E	$549
OL-1200 (NEW)	$1099

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DeskJet 600	$289
DeskJet 660C	$379
DeskJet 850C	$499
DeskJet 1600	Call
DeskJet 1600C/PS	Call

OKI OkiJet

OkiJet 2010	

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Sytlus Color Pro	Call

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ML-320/321	$329/439	FX-870/1170	$319/424
ML-520/521	$379/539	DFX-5000+	$1429
ML-380	$229	DFX-8000	$2499
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ML-395	$999	LQ-870/950	$459/299
3410	$1199	LQ-1070/1170	$399/669

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486DX4/75	Call

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SummaGraphics

Mono D Size	$1995
Mone E Size	$2495
Color D Size	$2225
Color E Size	$2750

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Roland

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CAMM - 1/24	$2699
CAMM-1/15S	$3199

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HP ScanJet

ScanJet 4P	Call
ScanJet 4C	Call

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- 1.44 Floppy Drive
- Deluxe Medium Tower Case
- 101 Keyboard
- Serial Mouse
- CPU Cooling Fan

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Pentium 90

$1449

3 yr Warranty*

Pentium 100

$1549

Pentium 120 . . . . . add $218

OPTIONS

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28.8 Cardinal (Ext)	$181

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Online Guide

Web Page Listings *continued...*

Survey Web sites. A way to learn about earth science and the USGS. [Exp. #143.]

Z Times *http://www.lh.com/z* National Association of Broadcasters 95 show report, St. Stupid Day Parade in San Francisco, links to unusual sites. [Exp. #142.]

The ZenMOO Home Page *http://www.zennet.com/html/zenmoo.html* Amid the sounds of chanting and gongs, you have come upon the glorious ZenMoo. [Exp. #144.]

POLITICAL/SOCIAL

6th International Conference On Computers In Agriculture *http://www.agen.ufl.edu/~fzazueta/* Conference, in Cancun, Mexico, June 11–14, 1996, will provide a forum for agriculture related professionals to exchange information on applications and developments in the use of computers in agriculture. [Exp. #146.]

African Connection *http://www.melanet.com/melanet/connections* The Web site contains information on the *African Connection* TV series, a listing of available programming, forms for online feedback, news, and links to related organizations. [Exp. #145.]

American Association of University Presses *http://aaup.pupress.princeton.edu:70/* Offers online catalogue of over forty-nine thousand scholarly books in print at university presses. [Exp. #146.]

Association For The Electrically and VDT Injured *http://www.isy.liu.se/~tegen/febost.html* Information for persons who suffer from environmental illness related to exposure to electronagnetic fields. [Exp. #144.]

Bacard's Privacy Page *http://www.well.com/user/abacard* Author Andre Bacard provides practical documents and links to protect your computer privacy. [Exp. #145.]

Bad Information Base *http://www.well.com/user/jmalloy/* Information catalogued, and organized in a definitive database that contains words of wisdom about subjects such as religion, technology, body odor, computers, and toilet paper. [Exp. #144.]

Beijing World Wide Web *http://www.igc.apc.org/womensnet/beijing/* Up-to-the-minute information about the Fourth World Conference on Women in Beijing (August 30–September 15), more. [Exp. #145.]

Berkeley-East Bay Humane Society *http://www.ccnet.com/~bebhs* Photo tour and information about our animal shelter and veterinary hospital. (Netscape 1.1 recommended.) [Exp. #146.]

Burlingame On-Line *http://www.spectrumnet.com/burlingame.html* Burlingame On-Line provides news, information, and shopping for the city of Burlingame and surrounding communities. [Exp. #146.]

Burlingame On-Line PEZ Page *http://www.spectrumnet.com/pez/* Largest display of PEZ dispensers on the West Coast, includes history, facts, and PEZ store. [Exp. #146.]

California Libertarian Party *http://www.lp.org/lp/ca/lpc.html* Alternative politics for the golden state. [Exp. #145.]

Capnet Gateway On-Line Service *http://turnpike.net/emporuim/C/CAPNET/health.htm* An Internet resource center for information regarding Healthcare and Humanity. [Exp. #146.]

Catholic Charities Web Pages *http://ccsj.org/* Enhancing the quality of life for all members of the community, especially the poor. [Exp. #144.]

Chabot Observatory and Science Center *http://ousd.k12.ca.us/COSC/Chabot.html* Located at 4917 Mountain Blvd. in Oakland near Hwy. 580/13 interchange. [Exp. #146.]

Charlotte's Web—Government Reform Resources *http://www.emf.net/~cr* Links to government and citizen activist groups; ftp-able grassroots essays, articles; National Debt updates. [Exp. #145.]

Child Safety Forum *http://www.xmission.com/~gastown/safe* Provides safety information that may save your child's life or prevent a serious injury. Each month features child safety tips for a different room of the house. [Exp. #146.]

Chile Guide *http://sunsite.dcc.uchile.cl/~mvasquez/chile/index.html* Chile Guide is a page where you can find all about Chile. [Exp. #146.]

Cichlid Research Home Page *http://garnet.berkeley.edu:2727/* Information on the fish family Cichlidae, for both hobbyists and scientists. [Exp. #144.]

City of San Carlos *http://www.abag.ca.gov/san_carlos/index.html* "Meet the Candidates" feature provides an easy way to read the statements of the five candidates running for the two vacant City Council positions in the City's General Election to be held November 7, 1995. [Exp. #144.]

The Computer History Association of California *http://www.chac.org/chac/* An introduction to the CHAC, includes ftp of all issues in plain text, links to other computer history pages, and more. [Exp. #146.]

County Of Orange *http://www.oc.ca.gov* Information on the Orange County board of supervisors, meetings, and press releases. [Exp. #142.]

Cuba WWW *http://www.unipr.it/~davide/cuba/home.html* Country information, maps, WWW sites, Gopher sites, mail, news, tourism, and more. [Exp. #146.]

CyberKorea *http://165.113.175.2* Intro to CyberKorea, Korean Web directories for news, Internet providers, and other sites. Short Korean lessons (coming soon). [Exp. #146.]

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- 16-bit Stereo Sound Card
- 19 CD Titles, 160 Watt Speakers
- 101 Keyboard, Hi-res. Mouse

Pentium 75 MHz $1495

Pentium 90 MHz $1595
Pentium 100 MHz $1650
Pentium 120 MHz $1895
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486 DX2 PCI/VLB

- 486 DX2, PCI/VLB 256K
- **4 MB RAM , 70ns (upg-64MB)**
- **560MB Hard Drive**
- VLB enhanced IDE I/O
- VLB SVGA w/1MB RAM (Upg-2MB)
- **14" SVGA , NI, .28 Color Monitor**
- **Dual Speed CD ROM Drive**
- 1.44, 3.5" Floppy Drive
- 16-bit Stereo Sound Card
- 19 CD Titles, Mini Speakers
- 101 Keyboard, Hi-res Mouse

486DX2-66MHz $975

486DX2-80MHz $999
486DX2-100MHz $1055
486DX4-120MHz $1099

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Pentium 60 MultiMedia

- Intel Pentium PCI
- **8 MB RAM (easily upgradable)**
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- **Packard Bell SVGA Color**
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- Intel Pentium PCI
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- **Intel 486DX2-66 CPU Inside**
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4x32 72Pins 16MB RAM $460
8x32 72Pins 32MB RAM $999

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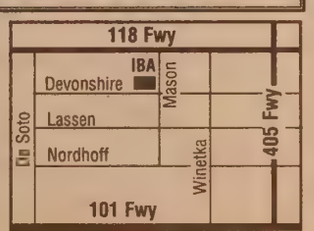

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IBM ThinkPad 755CE $3495
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IBM ThinkPad 755CX $3895
(Pentium 75, 8MB RAM, 540 H.D., 10.4" Act. Color, Speaker)

Toshiba T4900CT $3995
(Pentium 75, 12MB RAM, 810 MB H.D., Act.Clr Mtx., Win 95)

Toshiba T1960CT $2295
(486 DX/2 50, 4MB RAM, 320 MB H.D., Active Matrix Color)

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Online Guide

Web Page Listings *continued...*

Democratic National Committee *http://www.earthlink.net:80/~cid/ccri/* Find out about the state's Democratic committee based in Los Angeles. This site also lists events and provides links to local Democratic Party organizations around the country. [Exp. #145.]

Democratic Party of the San Fernando Valley *http://val.net/dpsfv/* The Democratic Party of the San Fernando Valley goes electronic. Events, issues, info, and more. [Exp. #144.]

Digital Freedom Network *http://www.iia.org/dfn/* Circumventing censorship of published material by posting the works on the Internet. [Exp. #143.]

The Economist *http://www.earthlink.net/~theeconomist* Read issues of local interest compiled by the Los Angeles bureau of *The Economist* magazine. [Exp. #146.]

First Internet McChurch Tabernacle *http://mcchurch.org/mcdonna* At the hub, the core, the virtual beating heart of the WWW. [Exp. #145.]

Garden Of Remembrance *http://www.islandnet.com/~deathnet/garden.html* A way for a family member or friend to be immortalized in cyberspace with a multimedia obituary. [Exp. #145.]

Girvies Davis Home Page *http://www.mcs.net/~bkmurph/girvies.htm* Home page of Girvies Davis, Illinois death row inmate. Clemency petition, articles, "evidence," pictures, audio, more. [Exp. #142.]

Global Futures Foundation *http://www.quiknet.com/globalff/globalfu.html* Environmental Web site for businesses, with publications and Future 500 CEO resource efficiency roundtable. [Exp. #145.]

Global Ideas Bank *http://newciv.org/worldtrans/BOV/BOVTOP.HTML* International suggestion box for ideas or projects for improving the quality of life. Annual award. [Exp. #145.]

Golden Retrievers In Cyberspace *http://www.rahul.net/hredlus/golden.html* Information on Golden Retrievers: how to find breeders, rescue groups, GRCA, and more. [Exp. #144.]

Henry Ford Museum Online *http://hfm.umd.umich.edu* Provides users with historical content and programs. Highlights include "The Automobile in American Life," "Made in America," and Presidential limo exhibits. [Exp. #146.]

Institute For Global Communications Progressive Directory *http://www.igc.apc.org* [Exp. #145.]

Institute Of Heartmath *http://www.webcom.com/~hrtmath/IHM/AboutHM.htm* Research-based training for developing enhanced intuitive intelligence to successfully manage mental and emotional choices. [Exp. #144.]

Internet Health Resources *http://www.ihr.com* Extensive and practical health resource information for Internet users. [Exp. #142.]

Ischemia Research And Education Foundation *http://grimm.ucsf.edu/* The IREF and McSPI Web site describes the cutting-edge heart research done by this world-wide network of prestigious study centers. [Exp. #144.]

Islamic Server of MSA-USC *http://www.usc.edu/dept/MSA/* Contains information on Islam, including several large reference works. [Exp. #146.]

Jerry Garcia Tribute Site *http://www.rockweb.com/rwi/jerry-tribute* Sign condolence card project, video, sound, pix, chat. Collaboration between RockWeb David Grisman, Stanley Mouse, and Steve Brown. [Exp. #144.]

Libertarian Party Of America *http://www.lp.org/lp/* America's Third Party. [Exp. #145.]

Los Angeles County Museum of Art *http://www.lacma.org* Largest museum west of the Mississippi is online. Come and see the art. [Exp. #146.]

Mansoor Amarna Collection *http://www.amarna.com/* A collection of Egyptian Amarna era art, pieces of which may be found in the Louvre, the Vatican, and other museums. [Exp. #144.]

MetaSelf *http://www.metaself.org/model* Understanding the whole self through a model based on common spatial metaphors. High school lesson plans. [Exp. #144.]

NAAFA Online *http://world.std.com/~naafa* National Association to Advance Fat-Acceptance. Promoting wellness and combating prejudice against fat people. [Exp. #146.]

NASA Office of Space Science *http://www.hq.nasa.gov/office/oss* The NASA Headquarters Office of Space Sciences provides information and links to Space Science sites. [Exp. #146.]

New Civilization Network *http://newciv.org/worldtrans/newcivnet.html* "To make the world a better place." Free space for many nonprofits. [Exp. #145.]

The Noble Internet Directories *http://www.experts.com/* Details about a UCSF Ophthalmology Dept. research project testing a new diffractive optic to treat many new vision imperfections. [Exp. #144.]

The Objectivism Resource Guide *http://www.hypermall.com/oms/org/* Learn more about Ayn Rand—author of *The Fountainhead* and *Atlas Shrugged*. [Exp. #144.]

Oceania, The Atlantis Project *http://oceania.org* Want to talk about forming a new country? Come visit us. [Exp. #145.]

Old Town Pasadena *http://www.earthlink.cet/~jescala/oldtown.htm* A comprehensive guide to the night life of Old Town Pasadena, with reviews of bars, pool hall, and clubs. [Exp. #146.]

OrchidMania *http://www.orchids.org* Orchid maniacs

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VLB Trident Chipset 1MB VGA	69
VLB Cirrus Logic VGA (5429)	75
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PCI ATi Mach 64 w/2 Meg DRAM	189
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ViewSonic 14ES 14", .28dp, 1024x768, N/I	275
ViewSonic 17GS 17", .28dp, 1280x1024, 72Hz Refresh, N/I	735
ViewSonic VS127 Speaker	95
AcerView 14" Monitor	245
ACER 15", 1280x1024, w/Digital Control	365
ACER 17" .27dp, 1280x1024	605
MAG 17" DX17F	625
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Microsoft Natural Keyboard	79

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Web Page Listings *continued...*

raise money for grassroots AIDS programs worldwide with the "World's Largest Orchid Garage Sale." Plenty of orchid growing information. [Exp. #144.]

OSU Government Information Sharing Project *http://govinfo.kerr.orst.edu/* Funded by the U.S. Dept. of Education, this site provides access to detailed population and agricultural statistics for Northwest states. [Exp. #146.]

ParentsPlace.Com *http://www.parentsplace.com/* The parenting resource center on the Web: reading rooms, chat, shopping mall with parenting and childcare products. [Exp. #146.]

People Who Care *http://www.people-who-care/people* HIV programs, community organizations, job training, homeless care, counseling, cultural activities at St. Paulus. [Exp. #146.]

PETA *http://envirolink.org/arrs/peta/index.html* PETA, People for the Ethical Treatment of Animals, online includes factsheets, updates, membership info, a list of cruelty-free companies, and other resources. [Exp. #146.]

PGPfone Home Page *http://web.mit.edu/network/pgpfone/* A software package that turns your desktop or computer notebook into a secure phone. The Beta Test is available for the Macintosh with Windows 95 version in the works. [Exp. #144.]

Phil Gramm For President Campaign *http://www.gramm96.org* Speeches and articles from the campaign trail intermixed with graphics, audio and video clips, and more. [Exp. #143.]

Portola Views *http://www.primenet.com/~martonj* Portolá Hills Community Bulletin Board, providing event, activities, and neighborhood interface with a virtual Town Hall. [Exp. #146.]

Qui Tam Information Center *http://www.quitam.com* A place for whistleblowers and attorneys to gain information in pursuing qui tam actions. [Exp. #145.]

Rainbow Flag Health Services *http://www/leland.stanford.edu/~blandon/rainbow.html* A new Known Donor Sperm Bank serving the Gay and Lesbian community of the San Francisco Bay Area. [Exp. #144.]

Remembering Nagasaki *http://www.exploratorium.edu/nagasaki* A WWW page and Internet Exhibit at the Exploratorium as part of the world's observance of the 50th anniversary of the bombings of Hiroshima and Nagasaki. [Exp. #145.]

Rivendel Pages *http://umbc8.umbc.edu/akhatt1/Rivendel.html* Multiuser chat sites dedicated to communications for global understanding and creative expression. Come visit us. [Exp. #142.]

Saigon Net Home Page *http://www.saigonet.com/* N. California Vietnamese Community activities, two news magazines, business directory, pagodas, and information on Vietnam. [Exp. #144.]

Salvador Dali Museum *http://www.highway.com/dali/* Features lots of cool Dali images, including flies and melting clocks, and explains how the museum got to be located in St. Petersburg. [Exp. #146.]

San Jose State University Continuing Education *http://conted.sjsu.edu/* Degree credit, certificate, and professional development courses open to all adults—on and off campus. [Exp. #142.]

Santa Barbara International Introduction Center *http://www.rain.org/~sbintl/* A Web site serving a group of Eastern European women, primarily from Minsk, Belarus, but also from Tashkent and Uzbekistan. [Exp. #144.]

Santa Monica Web *http://www.smweb.com* City of Santa Monica in cyberspace. A city guide featuring visitor information, business directory, news. [Exp. #145.]

SF Jewish Bulletin *http://www.jewish.com/jb* The first Jewish weekly newspaper available in its entirety on the Web, includes articles, columns, calendar listings, classified ads, and more. [Exp. #146.]

Simon Wiesenthal Center *http://www.wiesenthal.com/* [Exp. #146.]

Some Bay Area Progressive Stuff *http://www.emf.net/~cheetham/index.thml* An events calendar and organizational directory of the Bay Area progressive community. [Exp. #144.]

Southern California Gay Wired *http://www.gaywired.com/~unity/index.html* The new, interactive source for today's gay and lesbian community in Southern California. [Exp. #145.]

This Is True *http://www.infoark.com/freecom/* Home of the popular "This Is True" newspaper column, which is also available by listserv. [Exp. #146.]

U.S. Holocaust Memorial Museum *http://www.ushmm.org* Now provides access to the complete catalog of the U.S. Holocaust Memorial Museum Research Institute document archives. [Exp. #146.]

University of Phoenix Online *http://www.uophx.edu/online/* Accredited university offering online business degree graduate and undergraduate programs for working adults. [Exp. #146.]

USS Liberty Home Page *http://www.halcyon.com/jim/ussliberty/* Information and files about the American ship that was attacked by the Israelis during the Six Day War. [Exp. #143.]

Women's Wire *http://women.com* Women's Wire is an interactive magazine focused on women's interests. Free to visitors. [Exp. #144.]

Yoga Fitness *http://www.iyoga.com/yf/* Yoga Fitness is the premier Iyengar yoga studio in the South Bay. [Exp. #146.]

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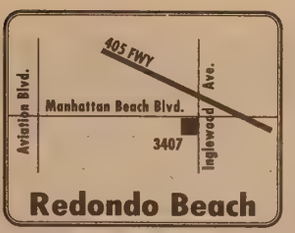

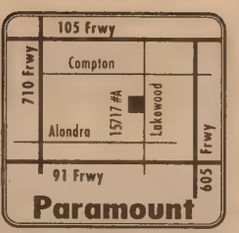

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The Internet Job Market...*continued*

continued from page 124

How To Find The Internet Job For You (And Not Die Trying)

1. If you want to work on the Net, you've got to live on the Net. Learn the protocols—email, newsgroups, World Wide Web—as well as HTML code and other standards, and use them regularly. You'll find plenty of how-to info online, as well as in books, training seminars, and community college courses.

2. Approach your Internet access provider about any job openings; some access companies said they've hired hard-core customers as technical staff.

3. Quiz friends working in the field about whether their company is hiring, or if they know of other opportunities. Find out how they got started and see if you can follow in their footsteps.

4. Don't overlook the obvious—your current employer. If you're working in the computer industry, find out if your company is planning any Internet-related products and whether you can join the development team. If your employer is outside the industry, find out if the company is creating a computer network to and from the Internet or designing a Web site, and if you can get involved.

5. Network. Attend meetings of local computer clubs or Internet groups. A couple in Southern California are: The Orange County Multimedia User Group, meets third Tuesday of the month, 6:00 p.m., Orange County Register, 625 N. Grand Ave., Santa Ana 92701, (714)280-0038; and Barnes & Noble Internet User Group, meets third Wednesday of the month at the book store, 1870 Harbor Blvd., Costa Mesa, (714)631-0614.

6. Attend meetings, seminars, and conventions in your area that discuss the Internet, Web, online services, or sub-areas that you want to work in. You'll learn a lot and collect business cards that could lead to something.

Internet Pioneers...

continued from page 130

said. "It's the only way to stay current and it's becoming increasingly difficult. By the time you finish a single session, probably five new sites have come up."

Cyber Man

Sky Dayton never went to college. No time. By 16, he'd graduated from an exclusive boarding school in Oregon and knew he wanted to work with computers and graphics. By 18, he'd run through a couple advertising positions where he'd dabbled in computer-generated graphics and animation.

Then the coffee craze hit, and in 1990, Dayton veered off track to start Cafe Mocha, a java joint on Los Angeles' trendy Melrose Ave., which he and his partner built up, then sold in 1994.

With some management experience under his belt and a budding interest in the Internet, Dayton began tinkering on the global network of networks, looking for something to do. He found the technology inspiring but the service lousy.

"I had a Mac and got a SLIP account but it took me eighty hours to configure my computer correctly," Dayton said. "The problem was the provider didn't communicate. They were UNIX weenies and the Mac was a toy to them."

It was all the encouragement he needed to start his own Internet access company. On July 1, 1994, at the ripe old age of 22, Dayton began Earthlink, with himself and one employee, an undisclosed amount of venture funding from friends and private investors, and a pledge to provide Mac and Windows users with an easier way onto the Internet. Fourteen months later, Earthlink *(http://www.earthlink.com/)* has one hundred employees and a customer base that Dayton will only say is somewhere between one thousand and one hundred thousand. Revenue in 1996 should hit $20 million; Dayton won't disclose profits.

Never mind that he's working incredible hours—even on his birthday in early August he worked until 11:30 p.m.—Dayton says it's all been a major rush. "It's a lot of fun," he says, "but we're trying to build it to be bigger."

Dayton pays himself a salary: "We're different from the [Web] design houses because we're well backed," he said. Although he won't say how much he makes, it's enough to afford renting a larger house in the San Fernando Valley suburb of Toluca Lake for himself and his screenwriter wife.

Dayton's parents weren't computer types—his father was a sculptor and his mother a dancer—but his grandfather was David DeWitt, an IBM Fellow and electrical engineer who worked for the computer giant for five decades. "I had my first computer when I was 9," Dayton said, "a Timex Sinclair. It looked like a large, flat calculator that I plugged into a TV set. If I wanted to play a game I had to program it in BASIC and store it onto a tape recorder. That was state of the art."

Dayton's still fixed on state of the art. At Earthlink, his R&D team is working to bring Internet access into people's homes at video speeds.

A few weeks ago, Earthlink introduced a Windows 95 version of its TotalAccess point-and-click Internet set-up software, and Dayton's immediate goal is bringing a Mac version to market. Dayton's other goals: "to continue to expand the company staff-wise, space-wise, and operations wise. And to get a little sleep."

A Way With Words

Brian Ulicny left a teaching job at Harvard last June to chase his Internet dream.

It wasn't exactly a reluctant parting. Ulicny's first love is linguistics, specifically semantics, or studying words' meanings and relationships. He'd received a Ph.D. in the subject from MIT in 1993, but at Harvard, he was stuck teaching a peripheral subject in a non-tenure track position.

So last year, Ulicny started looking for other work. Academics was out: university positions had dried up and openings for linguistics Ph.D.s were almost nonexistent. When Ulicny began exploring other possibilities, he found out about a California startup company seeking someone with just his way with words.

One thing led to another and in June, Ulicny said goodbye to Cambridge, Massachusetts, and hello to Santa Monica, home to Limbex Corp., a six-person company working on a next-generation Web search engine.

At Limbex *(http://www.limbex.com/)*, Ulicny, 31, is part of a four-person team developing an intelligent agent people can use to search through tens of thousands of Web pages for material on subjects they're looking up. Search

Ask around at Internet companies throughout Southern California and you hear the same story —people dumping established careers, moving across country, sometimes foregoing big paychecks —for jobs that didn't exist a year ago with companies that are considered established if they've been in business twelve months.

engines such as Yahoo and Web Crawler provide this service today, but have many limits. For example, use Yahoo to search for the word "virus" and the service doesn't distinguish between Web sites devoted to computer viruses and medical viruses.

When the Limbex agent is commercially available, Ulicny says it will "understand" enough about semantics to distinguish between the two. And do a lot more. "You will be able to activate agents on topics that you're interested in, and they will go out and automatically find documents and bring them back and organize them within that topic," he explains.

Ulicny's team is working typical software programmer days: long hours, little sunshine, enormous pressure to meet code deadlines. But he's not complaining. The atmosphere at work is supercharged—and he's making twice as much money as those first-year Harvard professors, who generally take home salaries in the mid-$30,000s. To top if off, Ulicny's getting married next month, and, he says, "I couldn't be happier."

A Nose For News

Danny Sullivan was a newspaper man.

At the *Los Angeles Times'* Orange County edition in Costa Mesa, and then at the rival *Orange County Register* in Santa Ana, Sullivan, 29, was a graphics reporter, taking complicated crime scenes, gruesome accidents, or scientific breakthroughs and transforming them into diagrams that the average newspaper reader could understand.

Then the Internet bug bit. Encouraged by Ken Spreitzer, a friend and creator of the popular Uninstaller program found on Windows 3.1, Sullivan quit the *Register* and started a division of Spreitzer's software company to construct and maintain other companies' Web pages.

Within six months, their Irvine-based venture, called Maximized Online *(http://www.maxonline.com)*, has grown to five full-time employees and built sites for a number of Orange County institutions, including the county fair, KEZY radio station, *Orange Coast Magazine*, and even the infamous bankrupt county government.

Sullivan used his news savvy to pump up publicity for Maximized Online. He planned the new division's launch to coincide with Valentine's Day, introducing a free service that let visitors to the Maximized Online Web site build love letters and greeting cards and send them through email. The stunt worked: within days of going online, Maximized Online's Build-A-Card service was tapped as Cool Site of the Day by Web watcher Glenn Davis. Visitors flooded the site.

To keep people coming back, Sullivan created InfoPages *(http://infopages.com/)*, a *Yellow Pages*-type directory of all Orange County Web sites.

Sullivan, still a newsman at heart, bristles when people call what he does advertising. "People think when you're creating a Web site, you're creating an ad. But people need Web sites like they need phones," he asserts. "We're like a phone company. We establish a connection for you. But we can be like an ad agency, too." ■

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CPUs & MEMORYs AVAILABLE PLEASE CALL FOR LATEST PRICE

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Mini Tower w/230W, Digital (12x16x7.25")	$35
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Med Tower w/230W,Digital (6.5x16.75x17.25"	$49
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Keytronic 101 KT2000 (USA)	$25
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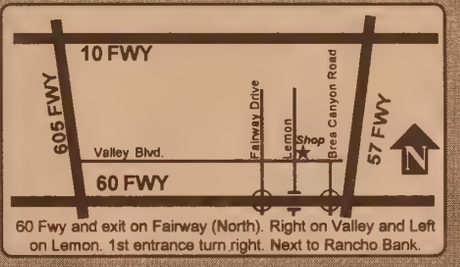

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- PCI **Enhanced** HD **Controller**
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- **14.4kbps Fax** Modem **w/Voice** Features
- **15" Edge to Edge** .28dp **NI** Monitor
- Enhanced Keyboard & High Res. Mouse
- CD Software Bundle
- Microsoft Windows®95 or DOS 6.2 & WFW 3.11
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133MHz	$ 2529

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- **PCI Enhanced** HD **Controller**
- **Diamond Stealth 64 Video** PCI **Graphics** Card
- Full Screen MPEG, CDI AVI, Cinepack, Indeo playback
- **16550 UARTS Serial & ECP/ EPP Parallel Ports**
- **Quad Speed Enhanced** CD-Rom
- **32-Voice Wave-Table** Stereo Sound Card
- **100W** Amp. **Multimedia** Ext. Stereo **Speakers**
- **14.4kbps Fax** Modem **w/Voice** Features
- **17" Edge to Edge** .28dp **NI** Monitor
- Enhanced Keyboard & High Res. Mouse
- CD Software Bundle
- Microsoft Windows®95 or DOS 6.2 & WFW 3.11
- **EPA Energy Star Compliant**

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- **850B Enhanced** IDE Hard Drive
- PCI **Enhanced** HD **Controller**
- PCI **Graphics** Accelerator SVGA Card
- **16550 UARTS Serial & ECP/EPP Parallel Ports**
- **Quad Speed Enhanced** CD-ROM
- **Creative Labs** Sound Blaster Vibra Sound Card
- **Multimedia** Ext. Stereo **Speakers**
- **15" Edge to Edge** .28dp **NI** Monitor
- Enhanced Keyboard & High Res. Mouse
- Microsoft Windows ® 95 or DOS 6.2 & WFW 3.11
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- **16550 UARTS Serial & ECP/ EPP Parallel Ports**
- **Quad Speed SCSI-2 MPC II** CD-Rom
- **32-Voice Wave-Table** Stereo Sound Card
- **100W** Amp. **Multimedia** Ext. Stereo **Speakers**
- **14.4kbps Fax** Modem **w/Voice** Features
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- Enhanced Keyboard & High Res. Mouse
- CD Software Bundle
- Microsoft Windows®95 or DOS 6.2 & WFW 3.11
- **EPA Energy Star Compliant**

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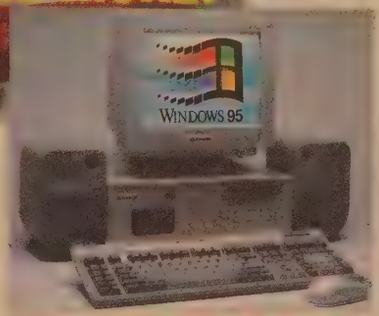

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- **PCI Graphics** Accelerator SVGA Card
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- 256K External Write-Back Cache
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- 8 MB 72 Pin RAM, MAX 128MB
- Upgrade to EDO Memory (Add $120)
- 540 Meg Enhance IDE Hard Drive
- 3.5" 1.44 MB Floppy Drive
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- Mini Tower Case/250W UL PS
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- ECP/EPP Enhance Parallel Port
- Enhanced 101 Keyboard & Mouse

MPEG Playback

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Intel Triton Motherboard

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- 256K External Write-Back Cache
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- 486DX2-66 / 80 / 100/ 120 w/Cooling fan
- Pentium Overdrive Ready
- 256K External Write-Back Cache
- 4 MB 72 Pin RAM, expandable to 64MB
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- 3.5" 1.44 MB Floppy Drive
- 14" 1024x768 SVGA NI Monitor (0.28dp)
- 32-bit SVGA Graphics Accelerator/1MB
- 32-bit VLB IDE I/O HD/FD Controller
- Mini Tower Case/230W UL PS
- Enhanced 101 Keyboard & Mouse

- 486DX2-66 / 80 / 100/ 120 w/Cooling fan
- Pentium Overdrive Ready, 256 K Cache
- 4 MB 72 Pin RAM, expandable to 64MB
- 560 MB IDE Hard Disk (Add $49 for 850MB)
- 3.5" 1.44 MB Floppy Drive
- 14" 1024x768 SVGA NI Monitor (0.28dp)
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- 486DX2-66 / 80 / 100/ 120 w/Cooling fan
- Pentium Overdrive Ready
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- 8 MB 72 Pin RAM, expandable to64MB
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- 3.5" 1.44 MB Floppy Drive
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- Mini Tower Case/230W UL PS
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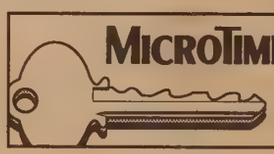

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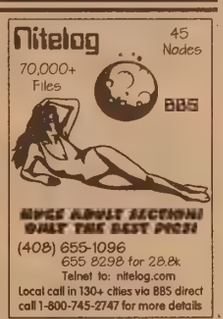

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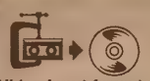

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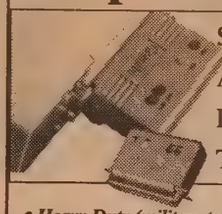

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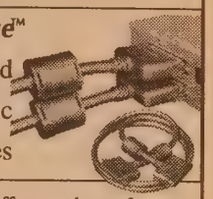

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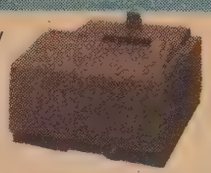

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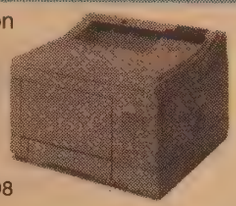

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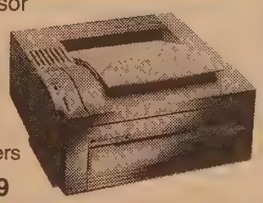

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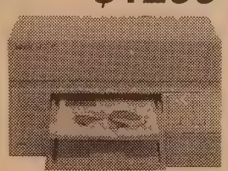

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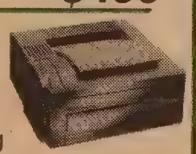

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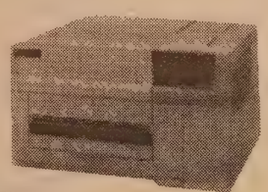

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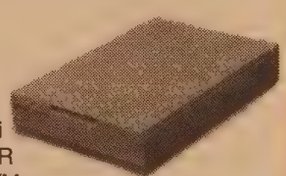

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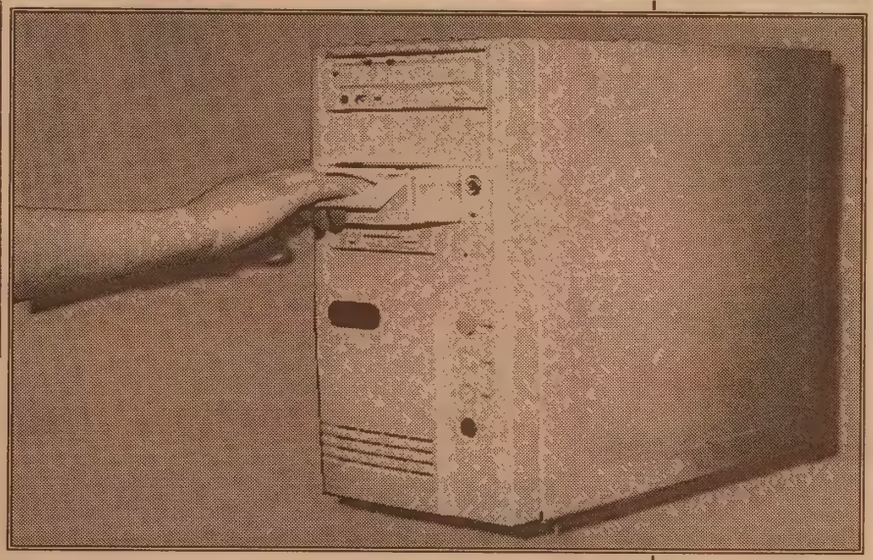

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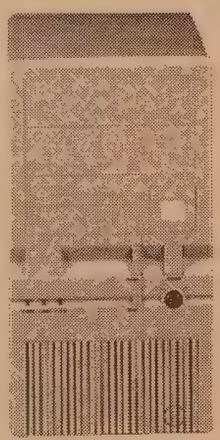

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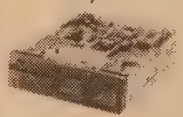

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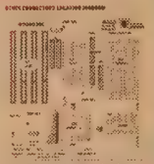

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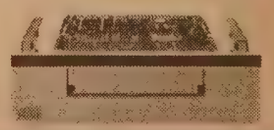

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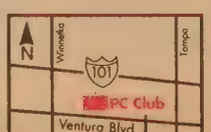

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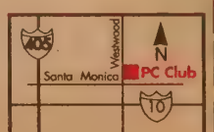

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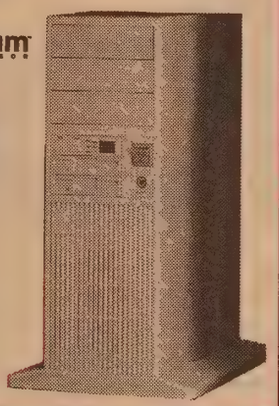

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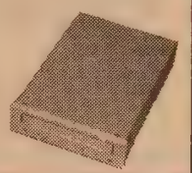

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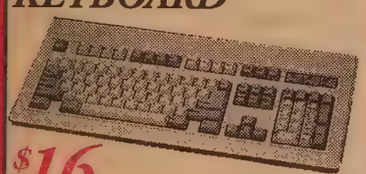

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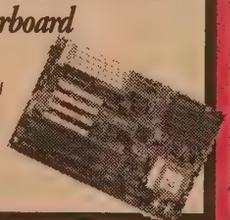

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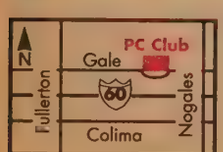

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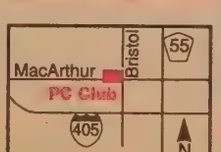

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ADVERTISERS INDEX

3-6 COMPUTERS 114
AB COMPUTER 218,219
ABACUS SOFTWARE 42
ACCESS AMERICA 236
ACI, AMERICAN COMPONENT INT'L 217
ACP SUPERSTORE 200
ACTIONCALL, INC. 53
ADDONICS 54
ADVANCED COMPUTER & TECHNOLOGY 26,27
ADVANCED COMPUTER CENTER 125
ADVANCED INTERLINK CORP 22,23
AKTIV COMPUTER 43
ALCOM SYSTEMS 261
ALLMEDIA ELECTRONICS, INC. 67
ALPHA COMPUTER 102,103
AMERICAN MEGA SHOWS 203
AMERICAN TECH ENHANCE COMPUTER 116
ANNEX TELECOMMUNICATIONS 210
ANSON COMPUTER 77
APEX RESEARCH 222
ART TECH MULTIMEDIA 244,245
ASC COMPUTER 218,219
ATC 36,37
AVISION LABS, INC. 182
AZUSA PACIFIC UNIVERSITY 191
B-WARE 53
BASON COMPUTER 260
BINOMIAL SYSTEMS 17
BMI COMPUTERS 32
BML WHOLESALE 68
C&G COMPUTER SOFTWARE OUTLET 213
CABLE & ACCESSORIES 236
CALIFORNIA COMPUTER SYSTEMS 188
CARD SERVICES 70
CD ROM CENTRAL TECHNOLOGIES 55
CD-ROM'S PLUS 55
CINENET COMMUNICATIONS, INC. 93
CITICOM COMPUTER, INC. 21
COMPLETE COMPUTER CURE 75
COMPU D 169
COMPU-DEPOT 205
COMPUCAL 3
COMPUTE INTENSIVE 98
COMPUTEK 25
COMPUTER DIRECT 31
COMPUTER DISCOUNT CENTER 223
COMPUTER LIQUIDATION CENTER 253
COMPUTER MARKETPLACE 197
COMPUTER MAX 194,195
COMPUTER NETWORK & COMMUNICAT. 45
COMPUTER PACER 19
COMPUTER PALACE 254,255
COMPUTER SHOW & SALE 200
COMPUTIX 52
COMPUTOPIA, INC. 29
COMTRADE 72,73
CP TECHNOLOGY 118
CYBER WORLD 106
CYGMA COMPUTER 117
D-MEDIA COMPANY 163
DAV-TECH 4,5
DELTA INTERNET SERVICES 92
DIGITAL EXTREMES, INC. 104
DIRECT NET 110
DMS-MEMORY UPGRADES 172
DOMINO COMPUTER 11
EARTHLINK NETWORK 84,85
EC COMPUTERS SERVICE 212
EINSTEIN TECHNOLOGY 186,187
ELECTRICITI 95
ELECTRONIC MUSIC BOX 167
ENVISION MULTIMEDIA 126–129
EVERNET EDUCATION SERVICES 78
EXOCOM 112
EZ COMPUTER 38,39,107
EZ COMPUTER SYSTEMS 120
FRY'S ELECTRONICS 2,131–161,263
FULLERTON COLLEGE 203
FUTURE COMPUTING SOLUTIONS 57
GENERAL INTERNET 88
GENESIS COMPUTER SYSTEMS INC 69
GENISYS MICRO CONCEPTS 240,241
GRANITE - DIGITAL 253
GREEN LOGIC COMPUTERS 76
HACKER ELECTRONICS 16
HARMONY 165
HJ TECHNOLOGY 68
HOOKED 97
HOTEL CALIFORNIA 214
I.E.T. 181,226
IBA COMPUTERS 231
IMPACT COMPUTER, INC. 59
INFO DIAL 101
INFOTRONICS COMPUTERS 228
INPUT AUTOMATION 80
INTERACT! 191
INTERNET SCIENCES CORP 99
INTERNEX TIARA 89,91
JOVANET COMMUNICATIONS 111
JUST CD'S 55
KAIWAN CORP 86
KAMFOZ COMPUTER SYSTEMS 215
KB COMPUTER 235
KBBS 211
LA INTERNET 105
LAKE FOREST COMPUTER CENTER 225
LC COMPUTER 51
LIGHTSIDE, INC. 54
LINNEX COMPUTERS, INC. 70
LOGICACHE COMPUTERS, INC. 70
LOL MEDIA/EDEN BBS 209
LTI COMPUTER 174
M.I.G. COMPUTER SYSTEMS 177
MACRO TECHNOLOGIES 172
MAGICTEK COMPUTERS, INC. 233
MARCH COMMUNICATIONS 42
MARKET PRO 204
MARS COMPUTER 185
MATRIXSYS 213
MAXIMUS 71
MAXPOINT COMPUTERS, INC. 20
MDI COMPUTER 48,49
MEI MICROCENTER INC./WINBOOK 7
MELCO INTERNATIONAL 122
MICRO DATANET 202
MICRO LEAGUE 41
MICRO LEAGUE 41
MICRO SOURCE COMPUTERS 81
MICRO-CITY/GST, INC. 170,171
MICROTECH U.S.A. 111
MIND OVER TECHNOLOGY 238
MITSUMI 9
MT. SIERRA COLLEGE 234
NEO COM 94
NET COMPUTER 51
NET PLUS, INC. 68
NETWORK INTENSIVE 98
NEUTRON TECHNOLOGY 230
NRC COMPUTER 120
NSC COMPUTER 218,219
OSM EXPERT COMPUTER CONSULTING 111
P.C.T. 176
PACIFIC COMPUTER CO 232
PASADENA COMPUTER CENTER 108,109
PC CLUB 258,259
PC EXPO 82
PC MAGIC 121
PC SERVICE 229
PC WAREHOUSE 16
POWER USR 204
PRIMENET 58
PRO COMPUTER SERVICE COMPANY 193
QUICK COM 239
R-TECH COMPUTER SALES & SVC 192
ROBERT AUSTIN CORP 201
ROGER'S SYSTEMS SPECIALISTS 234
ROYAL ELECTRONICS 102,103
SIGMA COMPUTERS 206,207
SILICONRAX 35
SMITH & STARK 94,104
SMS, SIGMA MULTIMEDIA SUPPLY 206,207
SOFT-HARD SYSTEMS 190
SOFTWARE EDUCATION OF AMERICA 232,238
SOFTWARE ELECTRONICS 34
SOUTHWEST NINETEEN NETWORKS 112
SUPER SHOW PRODUCTIONS 199
SUPERCOM 264
SYMPHONY COMPUTER 220,221
SYSCON TECHNOLOGY U.S.A. 183
TCC 64
THE LOOP 111
THE MONKEY BARREL 111
THE PRINTER CONNECTION 119
THE WAVE NETWORK 106
THETA COMPUTER 33
TRICOM MICRO SYSTEMS, INC. 60–63
U.S. COMPUTER DIRECT 242,243
UNITEK COMPUTER STORES 12-15
USA SYSTEMS 227
USM DISTRIBUTORS 180
VANISHED CHILDREN'S ALLIANCE 192
VENTURA CONSULTING 176
VIANET COMMUNICATIONS 96
WEST TECH 178,179
WESTCON 230
WESTERN DATACOM 96
WESTWORLD COMMUNICATIONS 93
WISSEN COMPARTS 79
YTG 257

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

The Internet Is Important Today

And/Or/But
It Used To Be Corkboard That Was The Hot Topic

It was some conference up in Aspen. They were showing it on C-SPAN. Something about the future of telecommunications and the Internet. Newt Gingrich and the Progress and Freedom Foundation was behind it, and it invited a slew of movers, shakers, and nonsense makers all trying to impress who knows who with convoluted explanations for the online phenomenon.

Mixed metaphors were flying. Just as Nathan Myhrvold of Microsoft said, "Lack of stability through uniformity is a double-edged sword" my screen flashed. Suddenly my cable was screwed up and I ended up watching a technology retrospective.

I could not determine the date, but the arguments were surprisingly similar to those I heard at the Aspen gathering. Instead of talking about the Internet, the discussion was about corkboard and push-pin messaging. Apparently this was done during a time when supermarkets were first putting corkboard up so people could post 3 x 5 note cards with various messages. It was fascinating. Here are some excerpts.

Michael Vlohard (Progress 'R Us Alliance): We're here to understand the corkboard phenomenon and its implications to the future of mankind. There's been an explosion of use, especially in grocery stores where people are posting all sorts of unregulated 3 x 5 cards with a myriad of announcements.

Mark Stallion (Nouvelle Media): It's economics and the dynamic mood of what I like to call friction-free capitalism as opposed to old-style bourgeois conceptual Deja Malaise free trade. There has been nothing approaching the industrial free will as it approaches anomie regarding such a trend.

Esther Dylan (Soviet Expert): Mark, it's not that simple!

Stewart Brandname (Punt Foundation): You betcha. This is a deep problem. We have an ecology of economics brewing within this movement. It will and can radicalize the entire structure of society. There is more to it than a simple corkboard and notes posted.

Michael Vlohard: Am I hearing what I'm hearing? These corkboards, many believe, are a threat to democracy. Others see them as a liberating force. The radical notion that someone can post a note on a corkboard has broad-reaching implications, not just for our country, but for the world at large, I think.

John Berry Partlow (Founder, Woodchips Industries): The real threat is that industries will collapse due to a coalescence of entity, or at least as major-minority vested interest consensus will perceive it. It's a function of economic singularity versus economic granularity and the resultant chaos. I fully agree with Stewart and believe an ecology will result that will have broader reaching implications. This is a genuine revolution and we have to consider the manifest of virtuosity regarding the ecology of economy. As Jason Hardman said, "Be the whatever and there you be." As profound a thought as ever spoken.

Michael Vlohard: And applicable here, I believe.

Mark Porridge (CEO Myway, Inc.): I believe so. But we're overlooking the airplane seat not taken model of generic extraction. This tells us that whatever happens, happens. Something we usually don't want to admit in these conferences. The key here is that people are not charged money to post notes on the corkboard. Consumers will perceive the ability to say, "I want!"

Mark Stallion: But they will be charged money for postings, eventually, we think.

Mark Porridge: We don't know that. As it now stands we're looking at a dual-action trading phenomenon whereby person A posts a note and person B responds. This concept has no single end-point in the sense that one is never sure where it will stabilize. It could collapse in what Kelly Morton calls a "free fall relationship accelerated decay."

Mark Stallion: Yes, but doesn't his theorem presuppose a methodological controlled fragmentation? That's not what we have here. We have what Reggie McGarland calls "non-chaos over time plus non-constant over time." Clearly that's what's happening.

John Tachometer (Burnt Offering Corporation, Chief Scientist): Let me jump in here. We're talking about corkboards and unregulated messaging. No newspapers are involved and all McGarland's work relates to newspapers. People are posting what they want when they want. I believe that means we have to establish a new focal dynamic unlike anything seen in human history. I'm not sure anyone has a handle on this. It's too new. It's too radical.

Esther Dylan: Yes, but there are other models we can employ. I believe the agricultural model is best suited for this phenomenon. If we extend Monroe's concept of the "constant agri-cology in stasis" I think we can get a better grip on the phenomenon.

Nathan Hotdog (Pushpin, Inc.): Well, I think I'd better chime in here since that particular concept in regards to pushpins falls short of reality. In fact, we are but one of many companies making pushpins that, along with thumbtacks, must be used to implement the value added which is part and parcel of the stitch in nine-saves time reverse maxim.

John Berry Partlow: This gets us back to the coalescence of entity and its importance. We must understand the architecture of interaction to understand the directivity of this phenomenon.

Stewart Brandname: It's the ecology of interaction that we must surmise.

Michael Vlohard: Don't Green and Hawkman address this when they explain the ecology of radicalized agricultural economic models in communications with their famous comment "only a bug knows what a bug is worth?" If we take that clever observation and view interactive dynamism in regard to the corkboard phenomenon, don't we get a common stable uncommon denominator just as Heggard predicted?

The whole group was nodding in agreement when I realized I was missing the Niner game. Just as I got up to change the station the programming returned to the original C-SPAN broadcast.

I sure hope these fellows figure out what's what. But from listening to those guys gabbing about corkboard years ago, I doubt they ever will. ■

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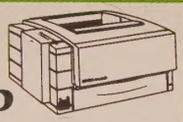

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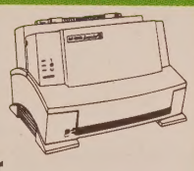

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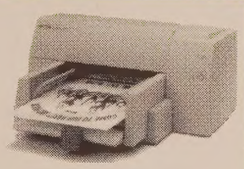

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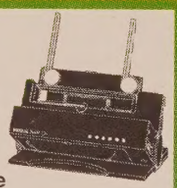

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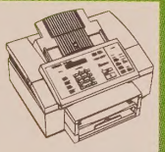

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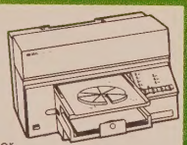

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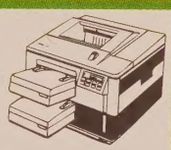

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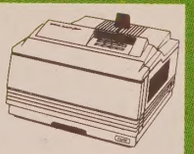

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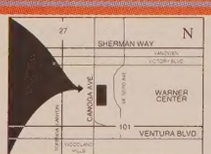

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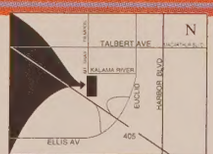

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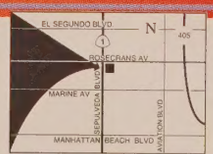

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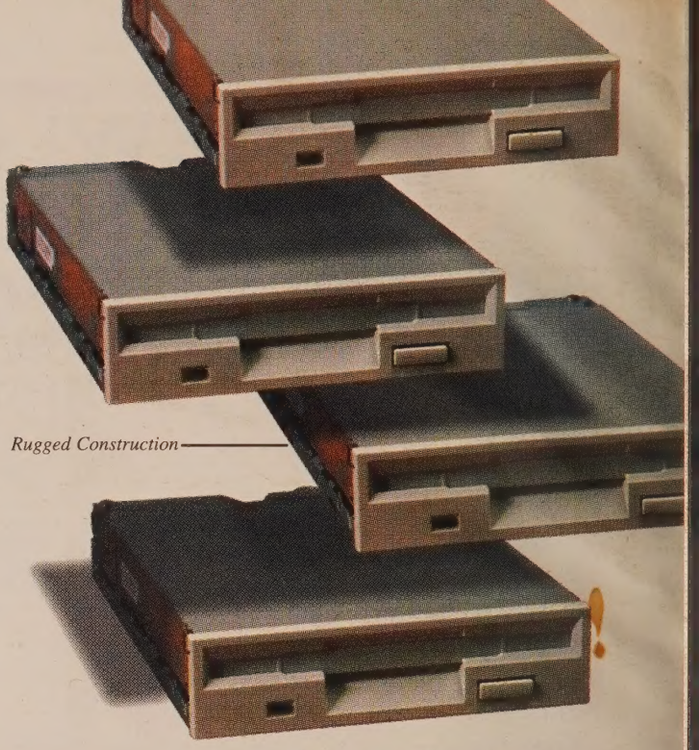

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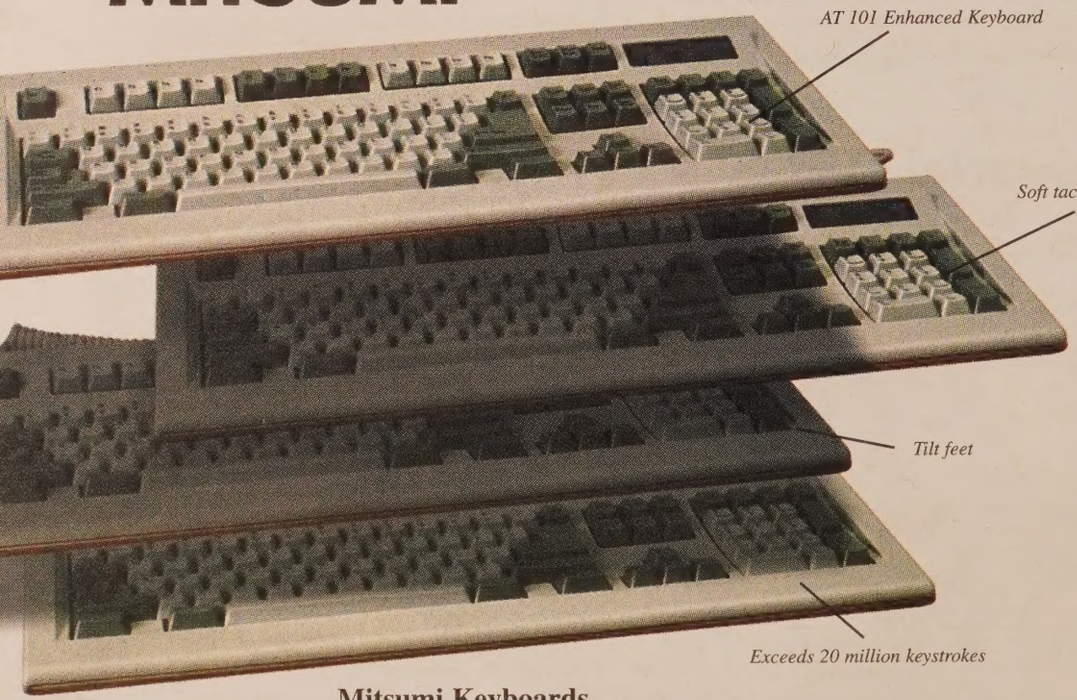

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